

APMP ANZ Chapter Announcement

January 2016



Welcome



Chapter Chair news



Let me start this brief update to members by hoping those of us who have had a Christmas break are relaxed and re-energised for a new year. It's also a fact of life in the bid profession that many will have had to work through – I hope this commitment is recognised by both your organisation and your clients.

At the last APMP Australia & New Zealand (APMP ANZ) Committee meeting for 2015 the composition of the new Committee for 2016 was confirmed; the new Committee represents what I believe is the ideal mix of continuing, experienced committee members, with the addition of members who will undoubtedly bring new energy and thinking.

The full Committee member list is listed on the following page for your information.

I'm incredibly excited to be taking over the reins from Nigel Dennis as APMP ANZ Chair, with Sara Miller being confirmed as Deputy Chair. Both Sara and I agree that the position of APMP ANZ has never been stronger, and we are aligned in our focus on driving improved benefits for members and elevating the recognition of our profession through our association's activities.

It is entirely appropriate at this point to recognise and thank Nigel for his significant contribution to APMP ANZ over the last eight years – four as Chair. I'm also glad he will remain an active member of the Committee in the role of Certification lead, allowing Sara and me, and the rest of the Committee, to leverage his considerable experience.

Over the coming weeks I will update you, our members, with the initiatives we plan to put in place to deliver more value - through own initiatives, as well

as through partnerships where they make sense, like our recently announced alliance with APSMA. The major focus for Q1 is the final preparations for our inaugural ANZ Conference (see last page for more information); I encourage you to register now for early bird pricing.

Finally, I'm very keen to engage with members – through networking events, our upcoming conference or direct communication – and I commit to responding to all contact.

Please feel free to email me using the details below.

Thank you to all our members for your support of our professional association – my ask is for your help to 'spread the word' to keep growing our association and the positioning of our profession.

Regards,

Matt Lovegrove
APMP ANZ Chapter Chair

2016 Committee



Name	Position	Email
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Chapter conference

With just two months left to go before our Chapter's first conference, your sub-committee is hard at work finalising the program which is shaping up superbly. For more details on that, read on!

You may have seen the email or read the posts on LinkedIn to announce that registrations are now open with great rates for APMP members and even bigger savings for registrations of three delegates or more. Our special early bird rate is good until 31 January 2016 so get in quick!

If you're wondering what sessions are on offer at the conference, we are excited to be able to give APMP ANZ member newsletter readers the first sneak peak into our conference program!

You will see presenters from Australia, UK, South Africa, Hong Kong and the USA including Shipley, Bid Write, KPMG, Salentis International and Proposal Gurus, SAP, Anecdote and many others.

Here's a first taste of some of the topics on our program:

- The Art of Successful Capture Management
- Keep your Change Momentum

- Price to Win
- Where is the Edge in Proposal Innovation?
- Understanding Procurement
- Achieving Winning Outcomes by Effectively Managing Your Bid Team.

We are also looking forward to welcoming Dr Tom Sant as our keynote speaker on day 1 of the conference, the world's foremost authority on winning sales proposals according to the American Management Association and one of Selling Power Magazine's top ten sales trainers in the world.

Stay tuned for an announcement of our keynote speaker on day 2 who has made some significant achievements in the world of sport.

For more information on the conference, visit our website or go direct to the conference [mini-site](#):

<http://www.cvent.com/events/apmp-asia-pacific-conference-2016/event-summary-22ef20ef8b6449adacc8db849c712b1d.aspx>

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