



**APMP**<sup>®</sup>  
PACIFIC NORTHWEST  
CHAPTER

[apmp-pacificnw.org](http://apmp-pacificnw.org)

# APMP Pacific Northwest Chapter News

## September 2018

### Vision Statement

*Be our members' preeminent professional development resource by providing meaningful industry engagement, increasing national recognition, and promoting the highest caliber of business development.*



### Hot Tip of the Month

***Wanna protest? Be timely.***

On May 1, 2018, the Government Accountability Office (GAO) implemented their Electronic Protest Docketing System (EPDS), which is now the sole means for filing a bid protest (the exception for protests containing classified information). However, as with all electronic media, one must be careful to submit early enough to ensure timely receipt. In an [article](#) by [SmallGovCon.com](http://SmallGovCon.com) on July 18<sup>th</sup>, Koprince Law, LLC emphasized this fact by sharing a story of how a company's protest was dismissed simply because their filing showed up 15 minutes late to the GAO inbox (technical difficulties encountered were not considered an excuse). For GAO protests also take into consideration the time for the \$350 filing fee. A good standard practice is to submit your protest as soon as possible within the 10 day window.

### Upcoming Events

#### Lunch & Learn Webinars

- November 13, 2018
- January 8, 2019

#### Coffee Talks

- October 9, 2018
- December 11, 2018



## Member Highlight

For this month's Member Highlight, we would like to introduce you to your chapter's newest board member, **Roger Campbell**. We hope you enjoy getting to know Roger as much as the rest of the board has over the last few months.

***1. What company do you work for and what is your current role as it relates to proposal management?***



"I work for Blue Origin, a new space company founded by Jeff Bezos. Our long-term vision is "millions of people living and working in space." I am excited to support such an uplifting goal. I'm the Senior Capture and Proposal Director and am responsible for the capture and proposal processes. Besides implementing best practice processes, I ensure that we have the needed resources. Since we're building our capabilities, I also perform many proposal related roles."

**2. How long have you been a member of APMP (and what is your history with other chapters/boards)?**

"I have been a member of APMP for 10 years but have worked on proposals for 22 years. I was a founding member and Planning Chair for the Mid-South Chapter. The chapter has recently changed names to the Rhythm & Harmony Chapter. In two years, we grew chapter membership from 18 to 80."

**3. Can you share a hobby or personal fact?**

I enjoy travelling, especially visiting historical sites and eating local food. Hence the picture from a recent trip the Seljalandsfoss waterfall in Iceland. I was there for the first week of July. My most memorable meal was the cod head at Matur og Drykkur in Reykjavik. The thermal baths at the Blue Lagoon and Laugarvatn Fontana were also very relaxing. The scenery is spectacular, including the waterfalls, black sand beaches, and geothermal areas."

**4. Anything else you'd like to share?**

"I have my Proposal Professional certification through APMP."

If you know a chapter member you would like to see highlighted in a future edition of the newsletter, please send their name to us at [apmp.pnw@gmail.com](mailto:apmp.pnw@gmail.com) with the subject line: "Member Highlight." We look forward to hearing from you!



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## Pacific Northwest - Open Board Position

**WE NEED YOU!**  
**TO MAKE IT HAPPEN**

Do you want to become more involved in APMP and help shape the future of APMP's Pacific Northwest Chapter? If so, please consider joining our Board of Directors!

Currently, there is one open position on the PNW's Board of Directors:

- **Marketing Manager**

Being a member of the board allows us to serve the PNW proposal management and business development community because we are made up of members of this very community.

By becoming a member of the Board of Directors, you will help provide members with the great programs and benefits that the Chapter has to offer. Please visit [apmp-pacificnw.org](http://apmp-pacificnw.org) for responsibilities and minimum commitments for each of our board positions.

We are very excited about the opportunities ahead for our Chapter. Please contact us at [apmp.pnw@gmail.com](mailto:apmp.pnw@gmail.com), if you are interested in learning more about this position.



## What's in Your Proposal Lunch Box?

It's that time of year when many of us who have children are doing (or already have done) back to school shopping – whether it is clothes, a new backpack, or the proverbial pens, paper, etc. I remember how excited I was to bring my Partridge Family lunch box to school with me and... but I digress and am letting on exactly just how old I am. Ahem... moving on now.

The new school year also brings with it a brand new start – for example making new friends in addition to reuniting with old ones, and learning new things while building on existing skills that were learned last year. Why not have these same approaches with our proposals and business development?



So let's ask ourselves: What's in our proposal lunch box? Are we trying to find new ideas and tools to effectively utilize or are we hauling the same old supplies with us back year after year?

No matter what size your team is, you, too, can do a "back to school" *health check* and gain some fresh insight, motivation, and tools. Try asking the following questions, for example:

1. When was the last time you updated your proposal library? If you have proposal templates, when were they last updated or reviewed? Do the same for your past performances and resumes. If you don't have a proposal library – start one.
2. Do you and your team meet regularly to review progress? If not, get on that calendar now!
3. Is there training you and/or your staff would like to pursue? Training does not have to be external – it can be internal – for example, inter-departmental cross-training or information sharing can be just as valuable.
4. If your focus is business development, when did you last check in on your current customers – find out if they are satisfied or if there are issues to resolve? Is there a new prospect that you've been meaning to visit but have been putting it off because other work always seems to get in the way? Carve some time out of your schedule and make those critical contacts.
5. What do you want to improve in your proposal process and/or end product over the next six months? Identify the top two things and then set realistic goals with associated tasks to accomplish them.

Going "back to school" should be something we look forward to. It's a great time of year to rejuvenate our teams and look for new ways to make a fresh start. So go forth, gather your team, and grab that carp – I mean carpe diem. (And if you happen to find my old Partridge Family lunch box, let me know... it's a classic!)



In an effort to provide our members with multiple opportunities to connect, network and learn from each other, we will continue to offer our bi-monthly **Lunch & Learn Webinars** alternating with a monthly **Coffee Talk**. While the Lunch & Learns will feature presentations by industry recognized experts, the Coffee Talks are meant to be more informal and provide an avenue for us to get to know each other better.

You don't want to miss out, so, mark the following dates on your calendar. We look forward to meeting with you soon!



As an added bonus, after each **Lunch & Learn**, we will be randomly selecting one attendee to receive a prize for their attendance. The prize this month is a Starbucks gift card.

***Congratulations to our September winner - April Carter!***

## Lunch & Learn Webinars



**November 13, 2018**

### **A Session with Mike Parkinson**

Your November Lunch & Learn will include an hour with Mike Parkinson - more details to come as they are available. Register now to save the date on your calendar.

Click here to  
**[Register Now!](#)**



**January 8, 2019**

### **Agile Proposal Development Methods**

Using Agile methods can mean faster, more focused, and higher-quality deliveries, especially in fast-changing environments. Learn from Neal Levene how to use Agile proposal development and get a demonstration of a free tool.

Click here to  
**[Register Now!](#)**

## Coffee Talks

**October 9, 2018**

### **What Color Hat Do You Wear in Proposal Reviews?**

Proposal offices across the country often refer to color team reviews as a best practice for proposal professionals. Come to this session prepared to share how your company uses the color team review concept (or if you don't use it, what alternative review processes are in place).

Click here to  
**[Register Now!](#)**

**December 11, 2018**

### **Topic to be Announced**

Have a topic you'd like to see us discuss? Send your suggestion to your board at [apmp.pnw@gmail.com](mailto:apmp.pnw@gmail.com) and yours might get chosen as the next Coffee Talk subject!

**Interested in sharing your own expertise with the chapter? We would love to hear from you.**

**[CONTACT US](#) today and let us know what is most important to you!**



# Benefits of Membership



## Certification Opportunities

APMP offers the world's first, best and only industry-recognized certification program for professionals working in a bid and proposal environment. APMP certification is the global standard for developing and demonstrating proposal management competency.

### Achieving APMP Certification:

- Demonstrates a personal commitment to a career and profession.
- Improves business development capabilities.
- Creates a focus on best team practices.
- Gains the respect and credibility of peers, clients and organizational leaders.
- May result in additional compensation.
- Reinforces bid/proposal management as an important role within an organization and not as an ad hoc function that anyone can perform.

Visit the [APMP Website](#) to Learn More!



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