



APMP[®]
PACIFIC NORTHWEST
CHAPTER

apmp-pacificnw.org

APMP Pacific Northwest Chapter News

March 2019

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

Consolidation of Government Procurement Sites

If you do any Government proposal or contract work, you are familiar with websites such as the System for Award Management "SAM" (sam.gov), and the Federal Business Opportunities "Fedbizopps" (fbo.gov) sites. The General Services Administration (GSA) is on its way to finalizing its consolidation of 10 procurement award sites into a single information portal that will showcase the Federal Government's contracting opportunities, as well as some other vital tools, such as WDOL.gov. The GSA's test site <https://beta.sam.gov/> has been underway since September 2017, and is working on adding all new features by end of FY2020. GSA will announce when the official "switch" will happen.

Next month's article will dive deeper into the details and why it all matters.



Face to Face Event in Portland March 15, 2019

Meet up in March with your local APMP Pacific Northwest Board and other chapter members in Portland at [Hale Pele](http://HalePele.com) (2733 NE Broadway St, Portland, OR) on March 15th from 6-8pm. An email went out on Monday for RSVPs. Also check out APMP PNW's [LinkedIn](#) and Facebook pages. If you would like to attend, please email us at apmp.pnw@gmail.com. Looking forward to seeing you there!



Upcoming Events

Lunch & Learn Webinars

- March 12, 2019
- May 14, 2019

Coffee Talks

- April 9, 2019
- June 11, 2019



Ask Orca



Dear Orca:

It seems I never have enough time in a day to do all the activities asked of me as a proposal manager. This includes the time consuming and sometimes tedious task of reading a procurement document cover to cover. Any tips on how to create more hours in my day?

*Signed,
Sincerely Strapped for Time*

Dear Strapped for Time:

You are definitely not alone in your quest for finding more hours in a day to achieve all your tasks and meet your commitments. If only I had a magic wand, I'd grant everyone an extra hour each morning. Wouldn't that be amazing?

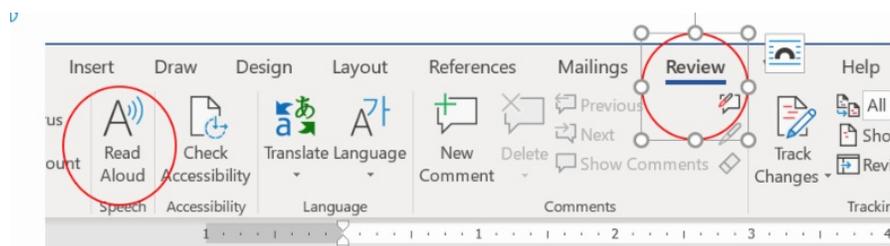
However, since a fairy godmother I am not, granting extra hours may not be in my abilities, but there is still good news! Here's a tip to help you use your time wisely.

You can access Microsoft Word's "Read Aloud" function. Located under the "Review" tab as shown below in Figure 1, you need to place your cursor where you want to start, then click on "Read Aloud." Once you click on it, the MS Word program will play an audio version of the text in the document for you until you click on "Read Aloud" again or it comes to the end of the document. Just remember, unless images have alternative text attached, they will not be included in the audio reader.

This "Read Aloud" function can be particularly useful, if you have access to word on any commutes to and from work or any time you have an extra few minutes where you can plug in a pair of earbuds and listen. Just like that, you've gained an extra bit of time to your day to be productive!

As always, we hope you found this information helpful. If you or others have additional questions you would like to ask, please send them to apmp.pnw@gmail.com with the subject line: "Ask Orca." We look forward to hearing from you!

Figure 1



Join many of your Pacific Northwest (PNW) Board of Director members at APMP's 2019 Bid & Proposal Con in Orlando!

We have a lot of exciting things planned for the conference, including a PNW Chapter dinner (location TBA).

Stay tuned in future newsletters for further details on our plans for the Conference; and please let us know if you plan on attending (apmp.pnw@gmail.com), so we can include you in the fun!



Networking and Learning

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 next month is a Starbucks gift card. So plan to attend and enter to win a prize!

Lunch & Learn Webinars



March 12, 2019

Turning Your Capture Strategy Into Results

Roger Campbell is the Senior Director of Capture and Proposals for Blue Origin. He's an experienced Capture Manager who understands that it isn't enough to have a beautiful strategy. A focus on execution is necessary to convert that strategy into a win.

[Click here to Register Now!](#)



Coffee Talks

April 9, 2019

Preparing for APMP Certifications - All Levels

Want to become APMP Certified? Already preparing to get your Foundation, Practitioner, or Professional certification? Join the PNW Chapter in discussing any and all aspects of preparing for APMP certification and most importantly, how to be successful in attaining it. Looking forward to talking soon.

[Click here to Register Now!](#)

As always, these will be informal chat sessions and all participants are welcome!



May 14, 2019

Competitive Intelligence

Bethany Burton is a Proposal Manager and Competitive Intelligence Analyst with 10 years' experience in commercial and Government Procurements up to \$250M in value. Five years ago she began to



June 11, 2019

Topic TBA

identify the need for (and has been developing since), methods for Competitive Intelligence that encompass gathering, analyzing, and distributing a wide range of actionable information to capture, proposal, pricing, and management teams.

[Click here to Register Now!](#)

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As always, these will be informal chat sessions and all participants are welcome!

Missed a Lunch & Learn? Go to APMP PNW's [website](#) to access the recording.

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!



PNW Chapter - Join our mailing list today!

Just send us your email address by text message:

Text
JOINPNWAPMP
to **22828** to get started.



Message and data rates may apply.