APMP Pacific Northwest Chapter News
April 2019

Mission Statement

Provide our chapter members opportunities for professional development, networking, and intellectual growth to enhance their skill sets and provide a foundation for professional success in their careers.

🔥 Hot Tip of the Month

Some Things are Free

By now all of us are pretty adept at filtering out emails and deciding if they are spam or phishing, but occasionally, some scammers do a pretty good job of trying to convince us that we need their help to register for a government website or some other service. Those who would have you purchase their path to success are just out for a fast buck. They may look official and may even have "gov" in the subject line or name but don't be fooled. Look closely at the fine print and all hidden links and URLs. Remember, with few exceptions, participating in the federal marketplace is FREE. Registering and finding out what the government is buying is totally FREE.

Upcoming Events

Lunch & Learn Webinars
- May 14, 2019
- July 9, 2019

Coffee Talks
- June 11, 2019
- August 13, 2019

Face to Face Event in Portland to be rescheduled

Stay tuned for the Portland meet-up. An email will go out 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!

The Merger: GSA's Merger of 10 Legacy Sites and why it Matters

The General Services Administration (GSA) is on its way to finalizing 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. The GSA's test site https://beta.sam.gov/ contains data that is being migrated from legacy systems and supports two types of federal awards: acquisition awards (e.g. contracts awarded under the Federal Acquisition Regulation "FAR") and assistance awards (e.g. grant, cooperative, loan, insurance, service, and other agreements covered by the Code of Federal Regulations). The following are being migrated:

- Entity Information: System for Award Management (www.SAM.gov)
- Contract Opportunities: Federal Business Opportunities (www.FBO.gov)
- Contract Data: Federal Procurement Data System (www.FPDS.gov)
- Sub-Award Data: Electronic Subcontracting Reporting System (www.eSRS.gov), Federal Funding Accountability and Transparency Act Subaward Reporting System (www.fsrs.gov)
- Wage Determinations: Wage Determinations OnLine (www.WDOL.gov)
- Assistance Listings: Catalog of Federal Domestic Assistance (www.CFDA.gov) (Note: this site has now officially migrated to the www.beta.sam.gov site)
- Past Performance: Contractor Performance Assessment (www.CPARS.gov), Past Performance Information Retrieval System (www.PPIRS.gov), Federal Awardee Performance and Integrity Information System (www.FAPIIS.gov)

The test site 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. So far only CFDA has been fully transitioned. The sites in yellow are in progress (see Figure 1 at the bottom below).

Why should you care about this transition? Here are five key reasons:
1. If you do any Government proposal or contract work (or plan to in the future), this transition will affect how you search for opportunities; explore assistance listings; and review contract data, entity registrations, and wage determinations, just to name a few examples. Industry and Government should benefit from having one central platform. However (there is always a however, right?)
2. While having one website and one login is supposed to streamline things, initially you will need to spend time creating a new account with username and password; and no matter how adept you are at maneuvering the existing systems, there is always a learning curve for any new system.
3. There will be system bugs. Let's face it, with any migration to a new database system – let alone integration of multiple databases into one – there will be technical and administrative issues which may slow you down. And if you get stuck, do not count on immediate assistance. The Federal Service Desk is going to be the official help desk for all GSA systems, including the future FBO.gov. Remember when SAM.gov got hacked and required all registered users to provide notarized letters officially appointing authorized entity administrators? It literally broke the Federal Service Desk. No, seriously. I tried calling their number for over a month and got nothing but a busy signal; and their online chat had a 6-hour wait time (which wouldn't be impossible if it didn't continually log you out.) It took two months to get my help ticket resolved.
4. It doesn't affect just you. Because other tools such as WDOL are also

migrating, departments such as Accounting, HR and Legal will also need to get up-to-speed as well. And,

5. Anyone wanting to search for information about you in SAM to get basic company information (e.g. SBA certifieds, NAICS, etc.), or past performance information in CPARS will also need to understand where and how to look.

How do you prepare? Register now at www.beta.sam.gov. Make sure all personnel that need to know understand what is coming and are prepared, and designate a main point of contact to keep up-to-date on the migration. Sign up for automatic alerts so you do not miss new information. The more you know, the better prepared you can be.

Figure 1

Bid and Proposal Con 2019

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   **Coffee Talks**

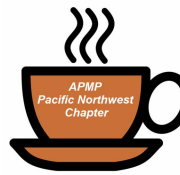**May 14, 2019**   **June 11, 2019**

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 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. Bethany is currently a board member for APMP's Sunshine Chapter.

Click here to
Register Now!

Opportunity Monitoring and Search Vehicles

As we all know, we have to be smart in targeting business but these days we have to be just as smart in the search vehicles we use and how we use them. Please join us and your colleagues in discussing this critical aspect of the proposal industry. We look forward to hearing from you!
Click here to
Register Now!

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

July 9, 2019

The Science of Presentation Design

Bruce Farrell is a Proposal Director with Plante Moran and has been working in business communications and development for over 20 years. He has designed documents for a variety of organizations and frequently speaks to groups about print, presentation, and web design. Bruce has been a member of APMP's Greater Midwest Chapter for five years.

Click here to
Register Now!

August 13, 2019

Legal/Compliance Reviews

Proposal teams can spend hundreds of hours developing responses to solicitations, but if something is missed in the compliance check, all of that effort can be for naught. At the same time, proposals can get tied up in legal which slows down the whole response process. Is there a perfect balance? Join us to discuss. We look forward to hearing from you!

Click here to
Register Now!

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!

Job Postings

Do you have a proposal or business development position to fill? Let our members know. Send an email with job information to apmp.pnw@gmail.com, and we will post it to our website.

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.