



APMP[®]
PACIFIC NORTHWEST
CHAPTER

apmp-pacificnw.org

APMP Pacific Northwest Chapter News

September 2021

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

When researching competitors, check the Government Accountability Office (GAO) site at <https://www.gao.gov>. It can often be a hotbed of untapped information.

Upcoming Events

Lunch & Learn Webinars

- October 19, 2021

New Member Orientation

- October 13, 2021



BPC DENVER

October 10-13, 2021



REGISTRATION NOW OPEN

REGISTER NOW



WE NEED YOU! TO MAKE IT HAPPEN

PNW Chapter Elections are Coming!

Looking to get more involved and contribute to the future success of APMP's PNW Chapter? Now's your chance!

An email with further information on nominations will be sent in the next few days. APMP PNW members in good standing may choose to run for these open Board of Director positions:

- Vice Chair
- Treasurer
- Communications
- Director at Large (two positions)

Terms will be for 2022-2023. The nomination form will be sent out mid-October for election in November. If you have any questions in the meantime, please contact your PNW BOD at communications@apmp-pacificnw.org.



Chapter Member Highlight Jack Kaady

Q: How long have you been doing proposals and how did you get into the industry? What company do you work for and what is your current role as it relates to proposal management?

A: I have been doing proposal management for seven years and that is my current role. My company decided to develop an in-house proposal development organization and I was recruited to join. I work at Insitu, a Small Unmanned Air Vehicle manufacturer, and had previous roles in field engineering, training, program management, and business development.

Q: How long have you been an APMP member and what made you decide to join? How has APMP benefited you?

A: I joined APMP in 2017 in order to attend the conference in San Diego and prepare for the Foundation Certification. APMP provides valuable resources such as the Body of Knowledge (BOK) and many virtual and in-person events. The best practices help me daily in my proposal management efforts.

Q: What do people not know about you and would never guess, or can you share a personal fact?

A: I am a Baptiste Power Yoga Instructor!

Q: What has been the most unique or oddest RFP you have ever seen?

A: Each proposal is very unique, that is what makes it hard to do cookie cutter or cut/paste work on proposals.

Q: What inspires you?

A: The ability to meet and exceed customer expectations, and ensure proposals are written with a customer focus.



Grammar Corner

Loose vs. Lose

Lose and loose are often incorrectly used even though they have entirely differently meanings. **Loose** is an adjective and **lose** is a verb. **Lose** means to cease to have something whereas **loose** means detached or free of any constraints.

Example: He didn't want to lose the game.

Example: The gate had slipped open, and the entire herd got loose.

If you think about the meaning of your sentence, it will be easier to know which version to use.

- contribution to Grammar Corner by Meg Whitehouse, PNW Communications Chair



Networking and Learning

In an effort to provide our members with multiple opportunities to connect, network and learn from each other, we are adding additional virtual events (Coffee Talks, Happy Hours) throughout 2021 and 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 and Happy Hours are designed 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.



New Member Orientation



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October 13, 2021
12:00pm - 1:00pm PST

New Member Orientation

Join the PNW BOD for New Member Orientation and learn about what the Chapter has to offer. Ask questions and meet fellow members!

Watch for an invitation to attend the October member orientation. If you have any questions in the



Lunch & Learn Webinars



October 19, 2021
12:00pm - 1:00pm PST

Acquisition Time Zones: Skyway's Time Zone A presentation for both buyers and sellers

The PNW BOD is pleased to welcome Kevin Jans with Skyway Acquisition to present on Acquisition Time Zones: Skyway's Time Zone, a presentation for both buyers and sellers. The Time Zone framework guides students to understanding the buying process from the buyer's point of view. These time zones apply to every acquisition, large and small, and every acquisition strategy (sole source to competitive to IDIQ).

Kevin Jans is the President and Founder of Skyway Acquisition Solutions ("Skyway"). After 16 years as a Department of Defense contracting officer, he founded the company to help middle-market firms navigate the increasingly complex process of competing for Federal contracts. Kevin built his company on the premise that no one knows the Federal acquisition system better than those contracting officers and buyers who managed it from the inside. Following that business model, he built a team of experts with 'insider' experience who have served as contracting officers. What separates Skyway from other government consulting companies is the insight that comes from having done the work as federal contracting officers. Former Contracting Officer Agency Experience: Air Force, SOCOM Superpowers: R&D, Procurement, O&M, Services, Systems, Source Selections

Click here to
[Register Now!](#)



**Coffee Talk and
Happy Hour** hosts
wanted!

If you would like to
host one of PNW's
Coffee Talks or Happy
Hours, please contact
us!

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 communications@apmp-pacificnw.org, 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.