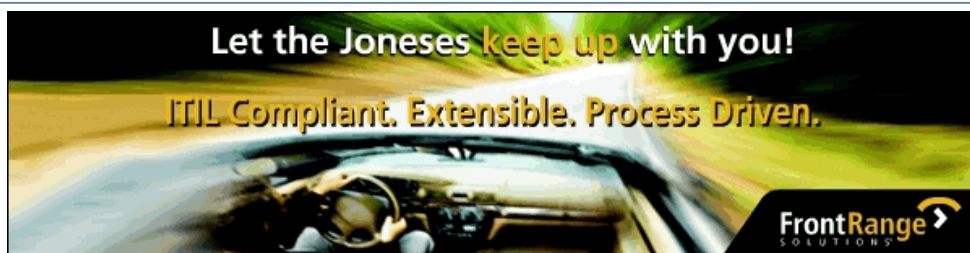


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Best practice in corporate procurement

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Monday, 21 July 2008, 10:07

The South African chapter of the Association of Proposal Management Professionals (APMP) is holding a roundtable discussion on everything you need to know about Corporate Procurement on Wednesday 6 August, at the Deloitte offices in Woodmead.

Organised by specialist software consultant, nFold, on behalf of the APMP, this evening discussion will guide you as to what to keep in mind when responding to corporate tenders and gives the opportunity to engage with specialists in the field of procurement. Delegates to previous APMP seminars and roundtables have responded positively to the course content and rated the facilitators and speakers as highly professional.

The upcoming roundtable will cover the factors and standards that a bidder needs to be aware of before tendering. As corporate procurement policy strives to obtain optimum value for money while ensuring that open and fair competition prevail, specialists will address the do's and don'ts that bidders should know, helping to eliminate problems and save money. Topics include the legal meaning of words and also 'dangerous words' that can cost money when you win. Participants will be able to learn from the other side of the fence by understanding what the buyer's processes are and seeing what procurement specialists look for when evaluating tenders. Discussion will focus on what is best practice around procurement and nFold invites participants to email their questions to events@nfold.com before the discussion so that the specialists can include these in their topics and keep the session relevant to attendees.

The discussion begins at 17h30 and will be introduced by APMP SA Chapter co-founder and bid manager for Deloitte, Chris Rademeyer, after which the specialists will each take the floor in turn for the informal talk, followed by discussion and questions. The evening will end at 19h30 with drinks, snacks and networking.

The seminar costs R125.00 (APMP members) and R225.00 (APMP non-members) and is aimed at CEOs, bid managers, proposal writers, sales and marketing managers and executives. The Roundtable discussion about Government Procurement Policies in March was well attended and nFold advises interested parties to book early to avoid disappointment, as seating is limited.

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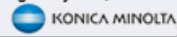
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