



12 April 2007

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Streamline response-to-tender process

Monday, 19 March 2007, 20:01

South African companies wanting to win new business by responding to tenders and RFPs can save time and money – and increase their chances of securing that business – by following the best practice approach that will be outlined at a seminar being held in Johannesburg next month (April). The seminar, organised by nFold, takes place at the Cabanga conference centre in North Riding on Tuesday April 17.

As one of South Africa's pioneers in the sales effectiveness market, nFold helps companies of all sizes save time and win more business using the Sant Corporation's (www.santcorp.com) proven best practice methods and software tools.

The seminar is intended to highlight these best practices, and demonstrate how Sant Corporation's tools can be put to best use.

Sandy Pullinger, MD of nFold, explains: 'If you're tired of spending late nights responding to tenders and RFPs and nagging your colleagues for last minute information, while your boss is breathing down your neck about why you're not winning more business, then this seminar is for you.

"It provides an opportunity to learn from the world's leading bid best practice organisations and to share your bid problems with your peers. These organisations are all members of the Association of Proposal Management Professionals (APMP).

"The mission of the APMP is to advance the arts, sciences, and technology of new business acquisition and to promote the professionalism of those engaged in those pursuits."

Brief details of the day's programme include:

- * Shipley's Cathy Day, who is also the accreditation director for the APMP, will highlight how Shipley's has achieved a proposal consulting win rate of 82%;
- * Deloitte's Chris Rademeyer will present a case study on how the firm utilised bid management software to win an important and valuable tender;
- * Move on Up's Ann Visser will explain Sant's best practice philosophy; and
- * nFold's Thabiso Sello will demonstrate the Sant bid management software tool.

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How to win more business

Wednesday, 04 April 2007, 10:14

South African companies can learn how to win more business using a software solution at a seminar this month.

The Sant Corporation, a leader in proposal and sales document automation software, has improved its customers' tender efficiency by 41% and win rates by 24% over the past year, according to its annual customer satisfaction survey.

Sant will share its successful approach at a seminar, organised by nFold, at the Cabanga conference centre in North Riding on 17 April.

Highlights of the day's programme include:

- * Shipley's Cathy Day, who is also the accreditation director for the Association of Proposal Management Professionals, will highlight how Shipley's has achieved a proposal consulting win rate of 82%;
 - * Deloitte's Chris Rademeyer will present a case study on how the firm utilised bid management software to win an important and valuable tender;
 - * Move on Up's Ann Visser will explain Sant's best practice philosophy;
 - * nFold's Thabiso Sello will demonstrate the Sant bid management software tool.
- For further information or to register online go to www.nfold.com.

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