

The Association for Proposal Management Professionals - Houston



# Final Draft

## 2009 Meetings

### Houston Chapter

- **Chapter Meeting**  
Wed., October 7, 11 AM–1 PM  
Brown & Gay Engineers, Inc.  
Lubbock Conference Room,  
[10777 Westheimer Rd](#)  
3rd Floor, Houston, Texas  
**Seating is limited;** RSVP by  
Monday, August 3, to Janet  
Dodd: [janet.dodd@kbr.com](mailto:janet.dodd@kbr.com)

- **Board Meeting**  
Wed., Nov 4, 11 AM–1 PM  
Place: To be determined

- **Chapter Meeting**  
Wed., Dec 2, 11 AM–1 PM

### Central Texas Chapter

- **Chapter Planning Meeting**,  
Thurs., Oct 15, 6–7 PM  
Location: TBD
- **Networking Happy Hour**  
Tues., Oct 20, 6–8 PM  
Quarry Panchito's Mexican  
Grill, [7310 Jones Maltsberger](#),  
[San Antonio](#)
- **Q4 Chapter Meeting**  
Thurs., Nov 5 6–8 PM  
URS Corporation  
[9400 Amberglenn Blvd, Austin](#)

### Lone Star Chapter

- **Board Meetings** 2 PM  
Wed., Nov 18
- **Chapter Meeting** 6 PM  
Wed., Oct 14 & Dec 16  
October Speaker:  
Brenda R. Sims, PhD  
Proposal Career Paths  
Location: CHIC from Barcelona  
[11909 Preston Rd. #1426](#),  
[Dallas](#)

### Greater Midwest Chapter

- **General Meeting: Webinar**  
Wed., Oct 21, NOON to 1 PM  
Speaker: Lisa J. King  
Little (Virtual) Shop of Pro-  
posal Horrors ([Register](#))

## Winning in the Public Sector

So much is at stake for all parties to a government contract. Government wants the best goods and services at the best value to the taxpayer. Suppliers want clear requirements, a fair chance to showcase their strengths, and room to deliver sound financial performance. Add to that the fact that government purchasing of goods and services is currently undergoing significant change, and the public sector can seem like a tough place to be looking for business to capture.



Dave Folts

At the next meeting of the Greater Houston Chapter of the Association for Proposal Management Professionals (APMP), Wednesday, October 7, Dave Folts' discussion will focus on winning business and partnering with government—a potentially daunting proposition. You will gain a perspective on the lessons behind some of the fundamental aspects of winning government business. Mr. Folts, a Vice President of Competition Manage-

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## Printer Jams with Specialty Paper or Labels?

By David Wallis

One thing many people do not know about office printers is that it often matters that you select the correct paper type. For example, if you print on heavy paper, labels, or oversize paper, selecting the applicable paper type in the print properties dialog may actually

trigger the machine to handle the paper differently. This is because the mechanism used to feed the paper through the printer may be different from what is used for plain paper. If you were to feed heavy paper without changing this option, there's a good chance it will jam as a result.

David Wallis is a senior proposal manager for [Halliburton's](#) Global Business and Technical Solutions team. He has created and regularly delivers proposal training throughout Halliburton. He has more than 10 years of experience with large oilfield services tenders and is a member of APMP's Houston Chapter. ■

## From the Prez: Take Care of You

Recently I fell into a trap that is common in our profession. I went home sick with the flu and did not insist that someone else take over my proposal or to take the proposal down the "off" ramp. Instead, I continued to work on the proposal from home. It got done, but it wasn't as good as it could have been. I was lucky in that I was out for only one more day.

When you are "passionate about proposals" as the Proposal Guys say, it is hard sometimes to let something go to take care of ourselves. We work too many long hours, we don't take enough breaks, and we don't eat right. This can be a real problem if you work for a small proposal center. I know from my

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**2009 Board of Directors**

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*The mission of the Association for Proposal Management Professionals (APMP) is to advance the arts, sciences and technology of new business acquisition and to promote the professionalism of those engaged in those pursuits.*

*We are extremely proud that we have grown into an internationally recognized association with membership and corporate sponsors from a diverse range of disciplines and industries who are committed to the pursuit of proposal excellence. Our journey has been one of promoting the professionalism of our members and shaping the future of the proposal profession throughout the world.*

*APMP is a learning environment for both novice and seasoned proposal professionals. We offer professional symposia, conferences, and publications - the **Perspective and the Journal of the Association of Proposal Management Professionals.***

*Join our organization online at [https://www.apmp.org/siteSpecific/customer/register\\_accountData.aspx](https://www.apmp.org/siteSpecific/customer/register_accountData.aspx). You can pay with a credit card or check (follow the online instructions). For a chapter affiliation, simply select the Greater Houston Chapter from the corresponding drop-down list.*

*Join us and discover how we can help you pursue new horizons in proposal excellence.*

## Welcome to...

Help the Greater Houston Chapter of APMP welcome one new member:

- Jason Freeman, Hallmark Capital Group

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experience the challenge to maintain balance between work and personal well-being. But this flu season is going to be particularly a strong one and for the sake of our family and ourselves, and we need to speak up when appropriate. By not doing so, we can impact our work and families even more. So don't fall into the sick trap like I did—take care of you.

See you soon!

Jeannette Waldie, APM.APMP  
President, Greater Houston APMP Chapter

## Winning in the Public Sector

(Continued from page 1)

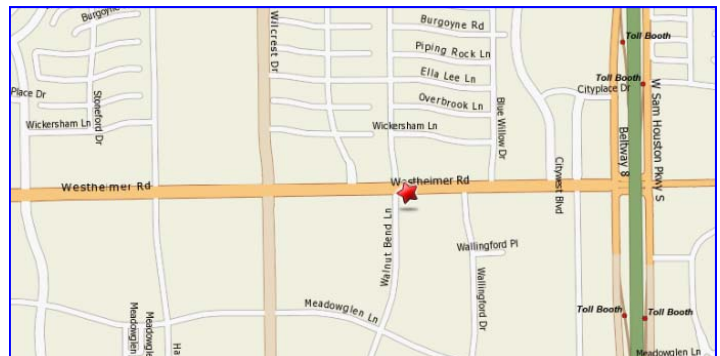
ment with SM&A, will help you understand:

- What a particular procurement opportunity means to your business, and
- How to present a solution that will make government decide that your offer presents the best value to their program goals and the taxpayer.

After a 22-year USAF career in space operations, command and control and intelligence, Mr. Folts joined **SM&A**, the world's leading management consulting firm providing solutions and project leadership to help its clients pursue, win, and perform. Mr. Folts has been involved with more than 45 capture and proposal engage-

ments for such clients as LockheedMartin, Boeing, Accenture, IBM, United Space Alliance, and Oracle.

**New location reminder**—The October 7 meeting will begin at 11 AM at the offices of Brown & Gay Engineers, Inc., 10777 Westheimer Road, Lubbock Conference Room, 3<sup>rd</sup> Floor, Houston. Admission is \$20 for members, \$25 for nonmembers, and \$15 for students (student ID required), and includes lunch. Seating is limited. ■



**Announcing**

**The First Annual  
Association of Proposal Management  
Professionals (APMP)  
Texas All-Star Symposium**

***Great Leaps and Great Minds:  
Tools and Technology  
for a Successful Mission***

**Friday, March 5, 2010  
Sheraton Houston Brookhollow Hotel  
Houston, Texas**

**Purpose**

This one-day professional development event will bring together business development, capture, and proposal professionals throughout Texas interested in learning about best practices in the profession. The event program is currently under development, and the day's program is anticipated to have a keynote speaker, workshops, and exhibitors.

**Participants invited**

Proposal writers and management professionals, business capture professionals, grant-writing professionals, and those providing products and services to the industry

**Hosted by**

The Central Texas, Greater Houston, and Lone Star (Dallas-Fort Worth Metroplex) Chapters of the Association of Proposal Management Professionals

**To learn more:**

Visit the Web site at [www.apmptexas.org](http://www.apmptexas.org) <<http://www.apmptexas.org>>