



APMP UK CEO HALF YEAR REVIEW

As APMP UK CEO, I am pleased to share with you this half-year update on what the APMP UK Chapter Board and volunteers have been doing, much of it behind the scenes.

Mairi Morrison, CEO APMP UK

It's great to be able to thank them for all the hard work, effort and time given in addition to their busy day jobs to provide benefit to APMP UK members. We have been running some fabulous initiatives. It's been hard to just focus on three here when there is so much other work going on! I will cover all of our initiatives in my end of year update when I roll off being CEO for the past two years, and take up my new position as Past CEO.

I hope you'll join me in thanking the Board and volunteers for all their efforts so far this year.

APMP UK Social Value Group Focus



Our [Social Value Focus Group](#) has been a hive of activity in the first half of 2023, arranging events and publishing resources. Their initiatives have been designed to help members understand Social Value so they can influence their clients, score well in bids and deliver impact as part of contract delivery.

The Social Value Focus Group has divided its work into three workstreams:

1. Engaging with external procurement and social value organisations. This work brings two member benefits: early access to new social value policy information, and influence over how Social Value policy is set and implemented. The team is keen to encourage buyers to design social value into each procurement with relevance and proportionality.

Key achievements include:

- Regular dialogue with the Cabinet Office including presenting to the Social Value Network, a central government forum of >60 social value champions.
- Membership of the National Social Value Taskforce, a forum run by the Local Government Association with >80 corporate members including buyers and suppliers.
- Participating in a Masterclass panel at the annual Social Value Conference in June.

2. Providing practical guidance to members to help them tackle social value questions and deliver their commitments.

This takes the form of quarterly webinars, monthly drop-in chat sessions and regular blogs. Webinars this year have included guest speakers from the Industrial Solutions Hub and Lloyds Banking Group. Blog and chat topics have included the social value of a domestic abuse policy, employing prison leavers and ex-offenders and the range of measurement models and tools available to help track social value performance.

In development are two 'How To' guides with pointers on tackling social value questions in general and specifically how to address the model question in the UK Government Social Value Model.

3. Case studies that tell the story of turning a proposal commitment into social impact on the ground. These have been tough to find, perhaps because many contracts awarded since social value started to pervade every procurement are only just starting to deliver. However, through concerted effort, the team is now getting some traction and will be building a library over the next few months.

The group keeps in touch with members via a public [LinkedIn page](#) and an APMP members-only [LinkedIn group](#). Do join up if you haven't already. There is also a new Social Value Community Area on the APMP UK website, that members can subscribe to and access member-only resources.

The Social Value Focus Group is a great asset to the UK Chapter and has set a standard for work rate and professional team protocols. We look forward to more great social value content during the rest of the year.

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The Intentional Career Path (ICP)

We launched this new initiative in March for the APMP UK Chapter, aligned with APMP International, to articulate what intentional career paths means to us in the UK and at the same time tapping into broader global initiatives to share knowledge and learning. Since our ask earlier in the year for volunteers, we had overwhelming interest, and shortlisted six volunteers in March. These volunteers have been working hard to refine the scope of activities for each of three workstreams.

These workstreams are: Education, Employers and Government. The Government workstream has already issued a members survey to understand the challenges in retaining talent working in the public sector. Deep dive research sessions are taking place in August, with the key findings being issued to members later in the year. We are also working on a similar survey for the Employment sector which will be issued shortly. If you are coming to #TBO in Birmingham on 17-18th October, we will be sharing details of all our workstreams within The Hub, so come along and find out more!

BIDx® The Big One #TBO

The design and preparation of this year's annual conference is well under way and there have been quite a few changes since last year! We have a new venue, a new location (Birmingham). We've created shorter sessions for more content, focused The Hub on personal and professional development and lined up some fantastic speakers. All of this needed a new identity. We no longer have cryptic titles and themes, it's simply BIDx® The Big One, or #TBO. A name that reflects the stand out event on the annual APMP UK calendar.

HOW TO BE A BID/PROPOSAL PROFESSIONAL

WHAT IS THIS GROWING CAREER?

Many businesses must compete to get new work, receive grants, or win awards. These are called bids or proposals. A **bid/proposal professional works with others to create a compelling business case for a specific opportunity against a fixed deadline.**

BENEFITS...

- Make a difference
- Great pay
- Highly marketable skills
- Be (super) creative
- Continuous learning and growth
- Long career with many options
- Winning feels good

The United States uses the term "proposal" professional while "bid" professional is used internationally.

As well as high quality keynotes, speaker sessions and the Hub, we also have our annual Awards dinner, to celebrate members who have gone above and beyond in our profession this year. This is a great evening to enjoy dinner, meet up with other bid, proposal and capture professionals as well as applauding the award winners. We look forward to seeing you at #TBO on 17-18th October.

Under the banner of BIDx®, we continued the BIDx® Roadshow series. We introduced the roadshows in 2021 as a result of the pandemic, when many were cautious about travelling and attending large events.



This year we partnered with Broadleaf Global to design three highly interactive immersive sessions that allowed delegates to harness The Power Of How® to overcome challenges in bid, capture and imposter syndrome. This year, we visited Newcastle, Edinburgh and London, with over 80 delegates across the roadshows.

As you can see, we've been busy making sure that we provide benefits to your membership. I'm excited at what we have achieved at the 6-month point, and look forward to updating you on these, and other, initiatives at the end of this year.

In the meantime, if you have any questions, ideas or anything you want to discuss, feel free to contact me on ceo@apmpuk.co.uk and remember to take some time to yourselves so you can recharge in between your busy workloads!

Kindest regards
Mairi Morrison
CEO, APMP UK

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