

APMP UK CEO END OF YEAR REVIEW



Mairi Morrison, CEO APMP UK

As APMP UK CEO, I am pleased to share with you this end of year update on what the APMP UK Chapter Board and volunteers have been doing in the second half of 2023, to follow on from the half year review previously.

As I come to the end of my second CEO term, I want to update you on some more of the UK Chapter's initiatives. In the half year review we covered the great work of the Social Value Focus Group, our plans for BIDx® The Big One #TBO, and the Intentional Career Path Initiative. In this review we'll cover other initiatives.

But first...

We won the **Stephen P Shipley APMP Chapter of the Year Award for 2023!!**



This award is not only testament to the hard work that the whole Chapter Board has put in this year, and the initiatives we have run for our members, but also testament to you, the members and volunteers, for continuing to support the Chapter and our activities.

Well done everyone!

Three Year Strategy

We introduced the UK Chapter's new three-year strategy, which will run until the end of 2026. We are always looking forward to what we need to do to stay ahead of the game and provide what our members are asking for. We take member feedback very seriously and could see there was a need to drive the Chapter to be more of an influencer in the bid, proposal, and capture space. Our three-year strategy has the overall aim of the Chapter becoming the "go to arbiter of bid, proposal and capture best practice across the UK", focused into three key areas:

1. An Association that has real impact on procurement, is more engaging on relevant topics, and is the first place to go for those hot topics.
2. The go to Association for bid and proposal certification, that includes designers, pricing managers, capture managers, etc.
3. An Association that is authentic in its intent, demonstrating its currency and forward thinking in its values.

Chapter Town Hall

We held our first Chapter Town Hall in December, which we plan to repeat at least once per calendar year.

In the Town Hall, we reflected on the Chapter's achievements of the last 12 months, as well as looking forward to the year ahead. We covered achievements and results from our 2023 activities and programmes, our three-year strategy, new initiatives, people and roles, including introducing you to our non-executive directors. We then listened to your comments and answered your questions.

Membership survey – your voice counted

In the summer, we conducted a membership survey to find out your views on a variety of subjects. We had a wealth of responses and detailed feedback which we sifted through as a Chapter Board, discussing feedback and generating ideas related to that feedback so that we can serve you better and in more specific ways. You'll see the results of this filtering through in 2024.

The Rapport Mentoring Scheme

Our mentoring scheme continues to go from strength to strength, with a lot of interest still in members signing up to either be a mentor or a mentee.



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I'd like to thank Ellaine Gillam for all the hard work she put into the scheme to get it to where it is now. Ellaine has now stepped down from the Board, and we as a Board wish her well as she continues her professional journey.

Rebecca Myatt has stepped into the Chief Mentoring Officer role, a good example of succession planning where a lead volunteer gains the experience to enable them to step into a Board role, when the Board position for that portfolio becomes available. We currently have 28 active trained mentors, with 36 live mentoring relationships, and a healthy wait list.

PAS 360:2023

In November, we welcomed the launch of BSI's new code of practice for bid and proposal management. Sponsored by APMP and created by the British Standards Institute, PAS 360:2023 offers a framework for implementing a bid and proposal management functions that effectively pursue and win business.

Free to everyone, we encourage you to take advantage of this new tool to bring new benefits to your organisation. [Learn more here.](#)

Procurement Act 2023

Since the Procurement Act 2023 reached Royal Assent in October, we've been working to provide you with a concise and unbiased summary of what it entails.

We've read all 200+ pages and listened to the Knowledge Drops that the government issued in December to create a web page that contains:

- highlights of the Act
- short summary videos
- useful links to unbiased content

We've also been working behind the scenes to pull together a panel discussion which will take place in February 2024 on the Act and what it could mean for you as a public sector bidder.

International Day for Bids and Proposals

In September, Chapter members enjoyed the inaugural International Day for Bids and Proposals by raising awareness of our profession and celebrating bid and proposal professionals who enable the successful pursuit of vital tenders every single day.

As you can see, it has been a busy past six months to bring us to the end of 2023. And with that comes a new CEO for 2024. Having done two CEO terms (2022 and 2023), I'm looking forward to settling into my new Board role as Past CEO where I will provide advice and guidance to the incoming CEO, as well as helping others on the Board when they need support.

Mel Bunston will take over as CEO for 2024 on 1st January. I wish her well in her new role and look forward to her leading the Chapter to more successes in 2024.

On behalf of the Board, we would like to wish you all a Merry Christmas and a happy new year. We all hope that you manage to get some relaxation time in and aren't working on bids over Christmas and the New Year!

Kindest regards
Mairi Morrison
CEO, APMP UK

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