



Association of Proposal Management Professionals

Annual Southern Proposal Accents Conference (SPAC)

Cobb Galleria Centre, Atlanta, GA

Friday, October 30, 2009

Hide and Seek: Keeping Info at Hand to Hold Proposal Monsters at Bay

by Wendy Hersh

Many of these online resources were presented at the Oct. 2009 SPAC-APMP conference. If you have any to add to the list, please email to wendy.hersh@willis.com

www.apmp.org

How to write

http://www.chicagomanualofstyle.org/CMS_FAQ/qatopics.html

<http://owl.english.purdue.edu/owl/resource/557/01/> Modern Language Association style

<http://www.publicationcoach.com/> weekly e-newsletter with great tips

http://www.online-utility.org/english/readability_test_and_improve.jsp free online readability test

<http://www.online-utility.org/english/> many other tools at same website

<http://www.apstylebook.com/> (cost)

How to write proposals and develop business (library of articles or webinars and/or e-newsletter)

<http://www.rfpmentor.com/rfp-report.html> is actually how to write RFPs; gives insight to other side. Free e-newsletter and archive of past issues.

<http://www.captureplanning.com> library of articles; free e-newsletter

<http://www.proposalwriter.com/> (also has links to sources of RFPs)

<http://mandelman.newsvine.com/news/2009/03/12/2537141-a-few-words-about-differentiation-in-your-proposals-just-do-it> specific article

<http://blog.confluentforms.com/> blog with useful articles

http://www.santcorp.com/demo/webinar_archive.htm best practices, etc.

<http://www.theproposalguys> entertaining blog

<http://www.learn towriteproposals.com> content under Best Practices is free; free e-newsletter

http://www.24hrco.com/free_stuff_open.shtml free Bid Winning Proposal e-zine

http://www.fedmarket.com/articles/index_FreeResources.shtml

<http://www.ociwins.com/resources.html> articles from an APMP partner

Presentations

<http://www.presentationzen.com>

<http://www.betterppt.com> e-newsletter, annual conference, being renamed to The Presentation Summit

<http://www.presentersonline.com/resources/>

Graphics

http://www.colorschemer.com/colorpix_info.php nifty free graphic tool for determining RGB or CMYK of color on screen

<http://www.brandsoftheworld.com> logo bank

www.ideabook.com e-newsletter points to examples of good design

<http://www.gdusa.com/subscriptions/freesub.php> free subscription to magazine for corporate in-house Graphic Designers

www.morguefile.com copyright-free, license-free no fee high resolution photos

<http://office.microsoft.com/en-us/clipart/default.aspx> search for photos; never use clip art

<http://www.billiondollargraphics.com/> has library of free business graphics and industry solutions

<http://www.photoshopsupport.com/> free e-newsletter, tutorials, brush sets, etc.



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Quotes

<http://www.quotesandsayings.com/quotes/find> allows you to fill in search boxes on a number of other sites with databases of quotes, saving time

<http://en.thinkexist.com/>

<http://www.imdb.com/> Search quotes

Procurement websites

Finding RFPs – often you don't get details for free, but you can either subscribe or continue sleuthing online based on what you *do* find. All but first two seems limited to governmental only.

<http://www.rfpdb.com/> credits give access RFPs; buy or earn more by uploading other RFPs (receive some to start)

<http://www.onvia.com/fp/Default.aspx> get 5 leads free

<http://www.govcb.com> one week free; otherwise cost

<https://www.bidsync.com/> sign up for free reports; extensive reports cost something

<http://www.bidnet.com/> costs, but they'll send you a free analysis of current and past RFPs

<http://www.governmentbids.com/government-search-advanced-en.jsa>

<http://www.stateandfederalbids.com/> basic search and daily email alert for free; otherwise cost

http://www.nigp.org/eweb/StartPage.aspx?Site=NIGP&webcode=gs_stateproclinks list of State Procurement offices' sites

<http://www.proposalwriter.com/intprocure.html> International bids and tenders

http://www.ted.europa.eu/Exec?Template=TED/editorial_page.htm&DataFlow=ShowPage.dfl&StatLang=EN Tenders Electronic Daily (TED) for European tenders in English

Gathering info on competition and own field / industry

<http://www.google.com/alerts?hl=en> set up alerts on competitors, own company, topics, etc.

www.hoovers.com, www.factiva.com two of many for finding out competitor info (at cost)

www.thefreelibrary.com

www.glassdoor.com salaries, company reviews, interview questions

Media, marketing, corporate communications libraries and e-newsletters

<http://www.bnet.com/> business

<http://www.mediapost.com/> media, marketing, advertising

<http://www.ragan.com> corporate, executive & governmental communications

LinkedIn Groups offer articles, Q&A and access to other members:

Linked RFP Writers

RFP Professionals

CapturePlanning.com Business Development & Proposal Management

Association of Proposal Management Professionals

The RFP Database

Corporate Communication

Proposal Professionals

MarketingProfs

Bid and Proposal Management Professionals

Global Proposal Management Professionals

PROPOSAL WRITERS GROUP

Tender Writers Guild

Marketing Communication

Proposal Management Professionals

SharePoint for Proposal Management



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Feedback gathering

<http://www.surveymonkey.com/> easy-to-use online survey tool; free version is good; paying allows you to share access to results online

BONUS: Blogs (courtesy of contributors to the RFP Database LinkedIn group) (I have not checked these out yet)

http://www.nebs.com/nebsEcat/products/product_ideas/articles/article344/index.jsp

<http://sbinformation.about.com/cs/bizlettersamples/a/proposal.htm>

http://www.slu.edu/research/proposal_development_toolkit.html#crafting

[http://www.biztree.com/?cm_source=go-](http://www.biztree.com/?cm_source=go-cw&cm_adgroup=D091&cm_kw=sample%20of%20business%20proposal&qclid=CKzK6fGX6JwCFRESawodWkoXGA)

[cw&cm_adgroup=D091&cm_kw=sample%20of%20business%20proposal&qclid=CKzK6fGX6JwCFRESawodWkoXGA](http://www.biztree.com/?cm_source=go-cw&cm_adgroup=D091&cm_kw=sample%20of%20business%20proposal&qclid=CKzK6fGX6JwCFRESawodWkoXGA) excellent for templates

<http://ezinearticles.com/?Proposal-Writing-Strategies&id=134974>

<http://psbdelegation.blogspot.com/2009/01/what-are-you-reading.html>

www.rainmakerz.biz

<http://thinkinsidethebox.squarespace.com/blog/2009/9/27/eight-tips-for-putting-respect-into-rfps.html>

Miscellaneous

<http://www.timeanddate.com/> for coordinating in different time zones worldwide