

Electronic Proposal Task Force

The Association of Proposal Management Professionals will work with government agencies, the private sector, and proposal professionals to develop standards and best practices for paperless proposals through the newly established Electronic Proposal Task Force.

Proposals increasingly are being submitted and processed online rather than on paper. Electronic systems developed by government agencies and third-party services have sprung up to accommodate this trend, with varying degrees of sophistication, usability, and effectiveness. The purpose of the Electronic Proposal Task Force is to build consensus on how the electronic proposal landscape should look. We envision that the proposal community and the procurement community, working together, can design systems that facilitate efficient and accurate dissemination of solicitations, submission of proposals, reviews of proposals, and seamless execution of awards.

Over the next few months, APMP will invite members and agency representatives to participate in the task force. We envision completing the first stage of the task force's mission—developing a set of common principles and best

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Your
Thoughts**

practices for the implementation of online proposal submission systems—by the end of 2010. After that, we will work closely with agencies and industry to implement this vision.

At this time, we ask all members to send in their thoughts about online proposal submission. What systems have you used?

What are their best features? What are their worst features? If you could design an online proposal system from a clean sheet of paperless paper, what would it look like?

Please send your comments to Task Force Chair Mitch Boretz, F.APMP, at mitch@engr.ucr.edu, or add your comments to the electronic proposal discussion on the LinkedIn APMP group.

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