



## **SEVEN ORGANIZATIONS SIGN AGREEMENT TO FORM THE INTERNATIONAL BUSINESS DEVELOPMENT COUNCIL**

ALEXANDRIA, VA — On March 9, seven organizations signed an alliance agreement that forms the International Business Development Council, whose mission is to connect professional and trade associations involved in the life-cycle of business development.

The seven founding organizations of the council, with a collective membership of more than 20,000, are the Association for Strategic Planning (ASP), the Association of Proposal Management Professionals (APMP<sup>®</sup>), the Business Development Institute International (BD-Institute), the International Association of Contract and Commercial Management (IACCM), the International Project Management Association's (IPMA) U.S. affiliate, the American Society for the Advancement of Project Management (asapm), the National Contract Management Association (NCMA), and the Society of Competitive Intelligence Professionals (SCIP).

“This is a tremendous opportunity to advance the profession by collaborating on programs and services across the spectrum of business development,” noted Howard Nutt, executive director of the Business Development Institute International.

Signing the agreement was the initial step for the Council to develop global partnerships that promote the value and recognition of the business development profession and benefit the associations' members and respective professions. As its first joint project, the Council collaborated on content for the business development track at the NCMA World Congress in Long Beach, Calif., on April 5 – 8.

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