



Memorandum

Date: 01/11/08
To: Jon Myerov
From: Gregg Kulichik
Subject: APMP Nor'easters, Chapter Meeting Minutes
Distribution: David Hawkins, Beth Goonan, Paul Heintel, Gregg Kulichik, Jonathan Myerov, Tim Nason, Lisa Payne

Minutes from January 10, 2008 Webinar meeting: 1:00 – 2:30pm

1. Attendees

Board of Directors in attendance: David Hawkins, Gregg Kulichik, Jon Myerov, Tim Nason, and Lisa Payne. Paul Heintel was absent.

Chapter Members and APMP Members from Other Chapters in attendance:

A summary of the electronic attendance sheet for the Webinar is shown on the following page (the full GoToWebinar registrant/attendee report is attached at the end of the meeting minutes). We had 48 registrants for the Webinar with 28 registrants participating (including presenter David Hawkins). Nor'easters members were joined by APMP members from other chapters, as well as a few non-members.

2. Presentations

Jon Myerov - Chapter President Jon Myerov provided opening remarks (announced latest Board configuration, mentioned sponsorship opportunities, summarized upcoming events for the year) and introduced the featured speaker. Jon also led a brief discussion of chapter chair reports.

David Hawkins - Our featured presenter was David Hawkins, U.S. Bid Manager, RSA Security Inc. David's presentation focused on an overview of Microsoft Word 2007, and specifically the differences between Word 2007's graphics-based ribbons and Word 2003's text menus. An online survey of attendees was also conducted. David's presentation, and the survey results, will be posted to the Nor'easters' Member Library and communicated to the chapter's membership.



APMP Nor'easters
Keeping New England Proposal Efforts on a Winning Course

Attendee Details

Attended	First Name	Last Name	Email Address	Phone	Industry	Organization
Yes	Bill	Hatch	bhatch@xrsolutions.com			
Yes	Don	Stewart	don.stewart@honeywell.com	602-231-3743	Aerospace & Defense	Honeywell Aerospace Proposal Operations
Yes	David	Hawkins	dhawkins@hotmail.com			
Yes	Timothy	Nason	tnason@tycoint.com	(978) 731-7131		SimplexGrinnell
Yes	Betsy	Blakney	bblakney@unitech1.com	703-667-3222	Other	APMP
Yes	Jeanne	Devoe	jdevoe@drc.com	207-989-4411	High Tech - Other	Dynamics Research Corporation
Yes	Krista	Honeysett	krista.honeysett@hrgworldwide.com			
Yes	Gregg	Kulichik	gkulichik@ensr.aecom.com		Other	ENSR
Yes	Marie	Benoit	marie.benoit@comcast.net	978-251-8201	High Tech - Hardware	North America Strategic Proposal Center
Yes	Steve	Coles	steve.coles@rsa.com	+44 7900 220093	Software - Other	
Yes	Ken	Lowe	ken.lowe@flir.com	503-498-3224		FLIR Systems
Yes	Jonathan	Myerov	jmyerov@darwinsuzsoft.com	781-213-7143	Consulting	DarwinSuzsoft
Yes	Amy	Bennington	amy.bennington@sunlife.com	603-559-2043	Insurance	Sun Life Financial
Yes	anita	pomery	anita.pomery@rsa.com		Other	
Yes	Jeanne	Schulze	jschulze@pragmatech.com	603.493.8170	Software - Other	Pragmatech North America
Yes	Michael	Kent	mjk77@yahoo.com	713-982-6249	High Tech - Other	EDS
Yes	Christina	Conrad	christina.conrad@ironmountain.com	617-535-8369	Other	Iron Mountain
Yes	Elizabeth	Goonan	egoonan@pragmatech.com		Software - Other	Pragmatech North America
Yes	steven	keogh	skeogh@etmassociatesltd.com	+44 07746 597534	Aerospace & Defense	ETM ASSOCIATESLTD
Yes	Mary	Fallon	mary.fallon@flir.com	978-901-8225	High Tech - Hardware	FLIR Systems
Yes	Pat	Thomas	pat.thomas@logicacmg.com	4.4119E+11	High Tech - Other	LogicaCMG
Yes	Robert	DeMichele	rdemichele@tycoint.com	978-731-8648	Other	SimplexGrinnell
Yes	Kirsten	McKeown	kirsten.mckeown@ge.com	802.859.6837	Software - Healthcare	GE Healthcare
Yes	Robert	Evans	revans@systems.textron.com	978-657-1471	Aerospace & Defense	Textron Systems
Yes	Elise	Gilbert	elise.gilbert@ironmountain.com	6175358308	Other	Iron Mountain
Yes	Victoria	Fisichelli	victoria.fisichelli@genesys.com	781-761-6343	Software - Other	Genesys Conferencing
Yes	David	Ward	davidward@alignedsolutions.co.uk	+44(0)191 280 4238	Consulting	Aligned Solutions Ltd

GoToWebinar™

Date Range: Jan 10 2008 12:34:36 to Jan 10 2008 14:35:12 (GMT-5:00) Eastern Time (US and Canada)

Attendee Report: APMP Nor'easters - January Membership Meeting

Report information is updated every two hours

Last Update: Jan 16 2008 10:28:32

General Information

Date	Start Time	Scheduled Duration	Actual Duration
Thu, Jan 10, 2008	12:34 PM EDT	90 Min	120.58 Min

Registrants/Attendees

Registered	Total Attended
48	27

* Only emails sent in HTML can be tracked.

Attendee Details

Attended	First Name	Last Name	Email Address	Phone	Industry	Organization
Yes	Bill	Hatch	bhatch@xrsolutions.com			
Yes	Don	Stewart	don.stewart@honeywell.com	602-231-3743	Aerospace & Defense	Honeywell Aerospace Proposal Operations
Yes	David	Hawkins	dhawkins@hotmail.com			
Yes	Timothy	Nason	tnason@tycoint.com	(978) 731-7131		SimplexGrinnell
Yes	Betsy	Blakney	bblakney@unitech1.com	703-667-3222	Other	APMP
Yes	Jeanne	Devoe	jdevoe@drc.com	207-989-4411	High Tech - Other	Dynamics Research Corporation
Yes	Krista	Honeysett	krista.honeysett@hrworldwide.com			
Yes	Gregg	Kulichik	gkulichik@ensr.aecom.com		Other	ENSR
Yes	Marie	Benoit	marie.benoit@comcast.net	978-251-8201	High Tech - Hardware	North America Strategic Proposal Center
Yes	Steve	Coles	steve.coles@rsa.com	+44 7900 220093	Software - Other	
Yes	Ken	Lowe	ken.lowe@flir.com	503-498-3224		FLIR Systems
Yes	Jonathan	Myerov	jmyerov@darwinsuzsoft.com	781-213-7143	Consulting	DarwinSuzsoft
Yes	Amy	Bennington	amy.bennington@sunlife.com	603-559-2043	Insurance	Sun Life Financial
Yes	anita	pomery	anita.pomery@rsa.com		Other	
Yes	Jeanne	Schulze	jschulze@pragmatech.com	603.493.8170	Software - Other	Pragmatech North America
Yes	Michael	Kent	mjk77@yahoo.com	713-982-6249	High Tech - Other	EDS
Yes	Christina	Conrad	christina.conrad@ironmountain.com	617-535-8369	Other	Iron Mountain
Yes	Elizabeth	Goonan	egoonan@pragmatech.com		Software - Other	Pragmatech North America
Yes	steven	keogh	skeogh@etmassociatesltd.com	+44 07746 597534	Aerospace & Defense	ETM ASSOCIATESLTD
Yes	Mary	Fallon	mary.fallon@flir.com	978-901-8225	High Tech - Hardware	FLIR Systems
Yes	Pat	Thomas	pat.thomas@logiaccmg.com	4.4119E+11	High Tech - Other	LogicaCMG
Yes	Robert	DeMichele	rdemichele@tycoint.com	978-731-8648	Other	SimplexGrinnell
Yes	Kirsten	McKeown	kirsten.mckeown@ge.com	802.859.6837	Software - Healthcare	GE Healthcare
Yes	Robert	Evans	revans@systems.textron.com	978-657-1471	Aerospace & Defense	Textron Systems
Yes	Elise	Gilbert	elise.gilbert@ironmountain.com	6175358308	Other	Iron Mountain
Yes	Victoria	Fisichelli	victoria.fisichelli@genesys.com	781-761-6343	Software - Other	Genesys Conferencing
Yes	David	Ward	davidward@alignedsolutions.co.uk	+44(0)191 280 4238	Consulting	Aligned Solutions Ltd

Attended	First Name	Last Name	Email Address	Phone	Industry	Organization
No	Mark	Steele	mark.s.steele@bt.com	+44 114 288 0895	Telecommunications	BT Plc
No	Catherine	Johnson	catajohnson@aol.com	203-414-8292	Medical, Pharma, Biotech	
No	Margaret	Helsabeck	margaret.helsabeck@baesystems.com	4.47802E+11	Aerospace & Defense	Head Office
No	Simon	Bennett	sjbennett1@qinetiq.com	+44 (0)7825 863018	High Tech - Other	QinetiQ
No	Samer	Abd El Massih	samer.abdelmassih@sita.aero	9613197175	Telecommunications	SITA
No	Baz	Patel	baz.2.patel@bt.com		Telecommunications	BT
No	Keith	Cromack	keith_a_cromack@comcast.net	978-902-1813	Aerospace & Defense	Raytheon IDS
No	Jocelyn	Whittington	whittington_jocelyn@emc.com	703-970-5127	Government - Federal	Bids and Proposals
No	Henry	Wilson	henry.wilson@xansa.com		High Tech - Other	
No	Fred	Ervin	ervin_fred@emc.com	703 970 5648	Government - Federal	Federal Bids and Proposals Group
No	Mike	McKenzie	mike.mckenzie@proposalsoftware.com	770.719.2245	Software - Other	Proposal Software, Inc.
No	Rita	Palanjan	rpalanji@us.ibm.com	781-895-2285	High Tech - Other	IBM
No	Frank	Farella	farella_frank@emc.com	386-860-2799	Other	EMC Federal Bids & Proposals Group
No	Marie-Noelle	Clifford	marie-noelle.clifford@ericsson.com		Telecommunications	
No	Andrew	Haigh	andy@sixfold.biz	01227 860374	Consulting	Sixfold International
No	Paul	Ellison	pellison@qinetiq.com	7766277897	Aerospace & Defense	QinetiQ
No	Ernie	Jones	ernie.jones@hp.com	508.467.2247	High Tech - Hardware	Proposal Center
No	jason	farrell	farrell.jason@cleanharbors.com			
No	Amanda	Snee	amanda.snee@arqiva.com		Telecommunications	Arqiva Limited
No	Mary Lou	Toussaint	toussaint_marylou@emc.com	508.249.6050	High Tech - Other	EMC
No	Lisa	Papathanasiou	papathanasiou_evangelia@emc.com			