



Memorandum

Date: 08/12/08
From: Paul Heintel
Subject: APMP Nor'easters, Chapter Meeting Minutes
Distribution: Beth Goonan, David Hawkins, Paul Heintel, Gregg Kulichik, Jon Myerov, Tim Nason, and Lisa Payne
CC:

Nor'easters Platinum Partners: [Pragmatech](#) | [Proposal Software](#) | [SANT](#) | [XRSolutions](#)

Minutes from August 12, 2009 Webinar meeting: 12:00 – 1:00pm

1. Attendees

The Chapter Meeting attendee list is shown on the following pages.

2. Presentations

Jon Myerov – Chapter President Jon Myerov kicked off webinar by welcoming our attendees and presenting a brief status report on the Chapter and encouraging the everyone to attend the Fall Symposium and consider running for a board position later this year.

Rick – Our guest presenter and fellow Nor'easters member is the Manager, Product Proposals at Hewlett-Packard Corporation (HP). He described the Virtual Executive Summary Workshop used by HP to train its Proposal Managers to produce more effective executive summaries. As part of the presentation, Rick conducted a small survey to learn the size of the proposal organizations represented at the webinar as well as the size of the sales organizations they support. He also answered questions posed by the attendees. A copy of the presentation was posted to the Chapter website.

#	Interest Rating	Attended	First Name	Last Name	Email Address	Address	City	ST / PR	Zip	Phone	Industry	Organization	Are you a member of APMP?	In-Session Time	Duration	Exec S inv	% ES cust	# in org	# sales org	Remote team?
1	76	Yes	Tony	Lawrence	tlawrence@digimarc.com	63 3rd Ave	Burlington	MA	01803	(781) 744-6495	Government - State & Local	Digimarc	Yes	Join:11:56 AM Exit:12:57 PM	61.08Min	Lead drafter/writer, Provide samples for Sales to tailor, Editor, Reviewer only	75-99	39577	1 – 49	Sometimes
2	75	Yes	Pamela	Goodman	pamela.goodman@ropesgray.com	1211 Ave of Americas	New York	NY	07042	212-596-9419	Legal		Yes	Join:12:05 PM Exit: 1:04 PM	58.9Min	Editor, Reviewer only	100	39482	1 – 49	Sometimes
3	75	Yes	Jaime	Thompson	thompsonj@ainfosec.com	245 Hill Road	Rome	NY	13441		Other		No	Join:11:59 AM Exit:12:59 PM	60.07Min	Editor	100	39482	1 – 49	Never
4	75	Yes	Paul	Heintel	pheintel@enr.aecom.com	2 Technology Park Drive	Westford	MA	01886		Other	ENSR	Yes	Join:11:56 AM Exit: 1:03 PM	66.18Min	Editor	75-99	39482	1 – 49	Usually
5	75	Yes	Gregg	Kulichik	gkulichik@enr.aecom.com	2 Technology Park Drive	Westford	MA	01886		Consulting	ENSR	Yes	Join:11:59 AM Exit: 1:03 PM	63.23Min	Provide samples for Sales to tailor	75-99	39577	1 – 49	Usually
6	73	Yes	Courtney	Hilliard	hilliardc1@atna.com	37 Trotter Lane	Newington	CT	06111				Yes	Join:11:59 AM Exit: 1:00 PM	60.73Min	None	75-99	30 or more		Sometimes
7	70	Yes	Cynthia	Pelletier	cynthia.pelletier@fmr.com	25 Manchester Street	Merrimack	NH	03054		Support Outsourcing		No	Join:12:05 PM Exit: 1:03 PM	57.78Min	Editor	50-74	39577	1 – 49	Sometimes
8	70	Yes	Ellen	Faris	efaris@sarnoff.com	PO Box 5300	Princeton	NJ	08540	609-734-3024	Government - Federal	Sarnoff Corporation	Yes	Join:12:05 PM Exit:12:50 PM	45.48Min	Editor, Reviewer only	100	39577	100 – 249	Sometimes
9	68	Yes	Christine	DeFinis	cdefinis@chsmmedical.com	25B Vreeland Road, Suite 108	Florham Park	NJ	07932		Hospital, Clinic, Doctor Office	Comprehensive Health Services	Yes	Join:11:53 AM Exit: 1:03 PM	69.88Min	Provide samples for Sales to tailor	Less than 25	I am it!	1 – 49	Sometimes

10	67	Yes	Marie	Benoit	marie.benoit@comcast.net	255 Wellman Avenue	Chelmsford	MA	01863	978-251-8201	High Tech - Other	NA Strategic Proposal Center	Yes	Join:11:56 AM Exit: 1:03 PM	66.62Min	Provide samples for Sales to tailor	100	30 or more	1000 or greater	Always
11	67	Yes	Robert	Cafiero	cafioror@aetna.com	1000 Middle St	Middletown	CT	06457	860-636-4399	Insurance	Aetna	No	Join:12:00 PM Exit: 1:02 PM	61.98Min	None	75-99	30 or more	250 – 999	Sometimes
12	66	Yes	Robert	Parker	robert.parker3@virginmedia.co.uk	Glasgow, Scotland	Glasgow		G68 0BX		Telecommunications	Virgin Media	Yes	Join:12:01 PM Exit: 1:03 PM	62.82Min	Lead drafter/writer	75-99	39750		Usually
13	66	Yes	Chris	LaFountain	chrislafountain@earthlink.net	580 East Central Street	Franklin	MA	02038	508.541.3212	Government Federal	CellExchange	Yes	Join:12:01 PM Exit: 1:02 PM	60.22Min	Lead drafter/writer, Provide samples for Sales to tailor, Editor, Reviewer only	50-74	39482	1 – 49	Sometimes
14	64	Yes	beth	daly	elizabeth.daly@gdc4s.com	425 John Quincy Adams rd	taunton	MA	02052				Yes	Join:12:07 PM Exit:12:55 PM	47.65Min	Provide samples for Sales to tailor, Editor	100	39750	100 – 249	Sometimes

29	45	Yes	Melody	Sowers	melody.sowers@sap.com	3999 West Chester Pike	Newtown Square	PA	19073	610-661-6181	Software - Other	SAP	Yes	Join:12:00 PM Exit: 1:05 PM	64.33Min	Lead drafter/writer, Provide samples for Sales to tailor	50-74	39750	250 – 999	Usually
30	44	Yes	Nathan	Caswell	n.caswell42@gmail.com	NY	Yorktown Heights	NY	10598	914-523-5466	Consulting	Janus Consulting	Yes	Join:11:50 AM Exit:12:50 PM	60.6Min	None	100	39750	100 – 249	Sometimes
31	44	Yes	Louise	Diiorio	louise.diiorio@ca.com	14 Merganser Court	Glassboro	NJ	08028	856-577-4075	Software - Other	CA	Yes	Join:11:58 AM Exit:12:58 PM	59.92Min	Editor	Less than 25	39482	1000 or greater	Sometimes
32	39	Yes	Brad	Douglas	bjdouglas@shibleywins.com	653 N. Main	Farmingtonq	UT	84025		Consulting		Yes	Join:12:04 PM Exit: 1:04 PM	59.8Min	Lead drafter/writer	75-99	39482	1 – 49	Sometimes
33	39	Yes	Paul	Giguere	paul.giguere@mckesson.com	129 Beech Hill Road	Weare	NH	03281		Software - Healthcare	McKesson Health Solutions	Yes	Join:11:56 AM Exit:12:50 PM	53.93Min	Lead drafter/writer	75-99	39482	1 – 49	Sometimes
34	39	Yes	Elise	Gilbert	elise.gilbert@ironmountain.com	745 Atlantic Avenue	Boston	MA	02111	(617) 535-8308	Other	Iron Mountain	Yes	Join:11:59 AM Exit:12:54 PM	55.17Min	Editor	Less than 25	39482	50 – 99	Never

35	36	Yes	Jeanne	Schulze	jschulze@salesedge LLC.com	41 Ledgewood Hills Drive	Nashua	NH	03062	(888) 577-7382	Software - Other	SalesEdge LLC	Yes	Join:12:23 PM Exit: 1:03 PM	40.12Min					
36	34	Yes	Debra	Hart	dhart@xrsolutions.com	33 S. Commercial Street	Manchester	NH	03101	603-627-9770	Software - Other		Yes	Join:12:00 PM Exit: 1:04 PM	63.78Min	Lead drafter/writer	100	I am it!	1 – 49	Sometimes
37	29	Yes	Toni	Holloway	tholloway@usmotivation.com	7840 Roswell Road, Bldg. 100, 3rd Fl	Atlanta	GA	30350	770-290-4832	Consulting	USMotivation	Yes	Join:11:55 AM Exit: 1:04 PM	68.23Min	Lead drafter/writer	50-74	39482	1 – 49	Never
38	29	Yes	Kirsten	McKeown	kirsten.mckeown@ge.com	40 IDX Drive	Burlington	VT	05402	802.859.6837	Software - Healthcare	GE Healthcare	Yes	Join:12:18 PM Exit:12:37 PM	19.7Min					
39		No	Jean	Marrapodi	jmarrapodi@mimeo.com	96 Ravenswood Avenue	Providence	RI	02908	401-432-7523	Manufacturing	Mimeo.com	Yes							
40		No	Kristian	Rowley	kristian.rowley@hp.com	720 Park Avenue	Quakertown	PA	18951	215 538 8028	Other		Yes							
41		No	Frank	Colon	fcolon@comcast.net	1297 Hetfield Ave	Scotch Plains	NJ	07076		Accounting		Yes							
42		No	Jay	Herther	jay.herther@baesystems.com	2 Forbes Road	Lexington	MA	02421	978-835-1896	Aerospace & Defense	EOD	Yes							
43		No	Cheryl	Mills	cheryl.mills@ropesgray.com	One International Place	Boston	MA	02110	617-854-2212	Legal	Ropes & Gray LLP	Yes							
44		No	Jeanne	Devoe	jdevoe@drc.com	86 Broadlawn Dr	Brewer	ME	04412		High Tech - Other		Yes							
45		No	Jennifer	Marvel	jennifer.marvel@ropesgray.com	1 International Place	Boston	MA	02109	617-951-7735	Legal		Yes							
46		No	nancey	watson	nancey.watson@fmc-law.com	1 FCP	Toronto	ON	M5X 1B2	416 376 676	Legal	Fraser Milner cCasgrain	Yes							
47		No	Jeanne	Union	junion@us.ibm.com	47 Monadnock Dr	Westford	MA	01886		High Tech - Other	IBM	Yes							
48		No	Pierre	Yemenidjian	phyemenidjian@raytheon.com	2000 E. El Segundo Blvd	El Segundo	CA	90245	310.334.7313	Aerospace & Defense	Media Solutions	No							
49		No	kent	bartlett	kbartlett@kgmsystems.net	32 Corbett St.	Andover	MA	01810		Aerospace & Defense		Yes							
50		No	Courtney	Boyce	cboyce@ahsg.us	415 Eagleview Blvd Suite 108	Exton	PA	19341	610-524-2400 ext 170	Other	American Hospital Service Group	Yes							
51		No	Wendy	Williams	wendy.williams@towersperrin.com	175 Bloor St E	Toronto	ON	M4W 3T6		Consulting	Towers Perrin	Yes							
52		No	Nicole	Miller	nicole.miller@baesystems.com	1100 Bairs Road	York	PA	17408		Aerospace & Defense	BAE Systems	Yes							

53		No	Janet	Follmeyer	janet.follmeyer@performrx.com	208 Carpenter Street	Philadelphia	PA	19147		Medical, Pharma, Biotech		Yes						
54		No	Chris	Coyle	ccoyle@shiplerwins.com	381A Waites Corner Rd.	W Kingston	RI	02892	401 218-7992	Consulting	Shiple Associates, Inc.	Yes						
55		No	Ernie	Braunschweig	ernie.braunschweig@siemens.com	100 Technology Drive	Alpharetta	GA	30005		Energy, Chemical, Utilities	Siemens	No						
56		No	M. Lou	Toussaint	toussaint_marylou@emc.com	42 South Street	Hopkinton	MA	01748		High Tech - Other		Yes						
57		No	robert	evans	ree0214@hotmail.com	2 Burnham lane	Manchester	MA	01944	978-549-2641	Aerospace & Defense	Textron Systems	Yes						
58		No	Rita	Palanjan	rpalanji@us.ibm.com	404 Wyman Street	Waltham	MA	02451	781-895-2285	High Tech - Other	Deal Hub	Yes						
59		No	Megan	Sunday	megan.sunday@baesystems.com	1100 Bairs Rd.	York	PA	17405	717-225-8236	Other	BAE Systems	Yes						
60		No	Amy	McGeady	amy.mcgeady@propelconsulting.net	1202 Karen Avenue	Austin	TX	78757	512.454.5979	Consulting	Propel Consulting	Yes						
61		No	Marrie	Watts	marrie.watts@westonsolutions.com	1400 Weston Way	West Chester	PA	19380				No						
62		No	Liliana	Gonzalez	liliana.gonzalezrubio@ca.com	555 Dr.Frederik-Phillips	St-Laurent	QC	H4M 2X4	514-747-8161	Software - Other	CA Inc.	No						
63		No	Heather	Johnson	heather.johnson@itt.com	1447 St. Paul Street, PO Box 60488	Rochester	NY	14020	585 269-6251	Aerospace & Defense	Bus. Development	Yes						
64		No	Steve	Flint	flints@ainfos.ec.com	245 Hill Road	Rome	NY	13441	315-336-3306			Yes						
65		No	Jay	F	farrell.jason@cleanharbors.com	none	norwell	MA	02061				Yes						
66		No	Annette	Carlson	acarlson@ltk.com	135 Upper Stump Rd	Chalfont	PA	18914	nocallsplease	Advertising/Marketing/PR	LTK Engineering	Yes						
67		No	L	Payne	lpayne@kworks2b.com	94 Westchester Drive	Milford	NH	03055				Yes						