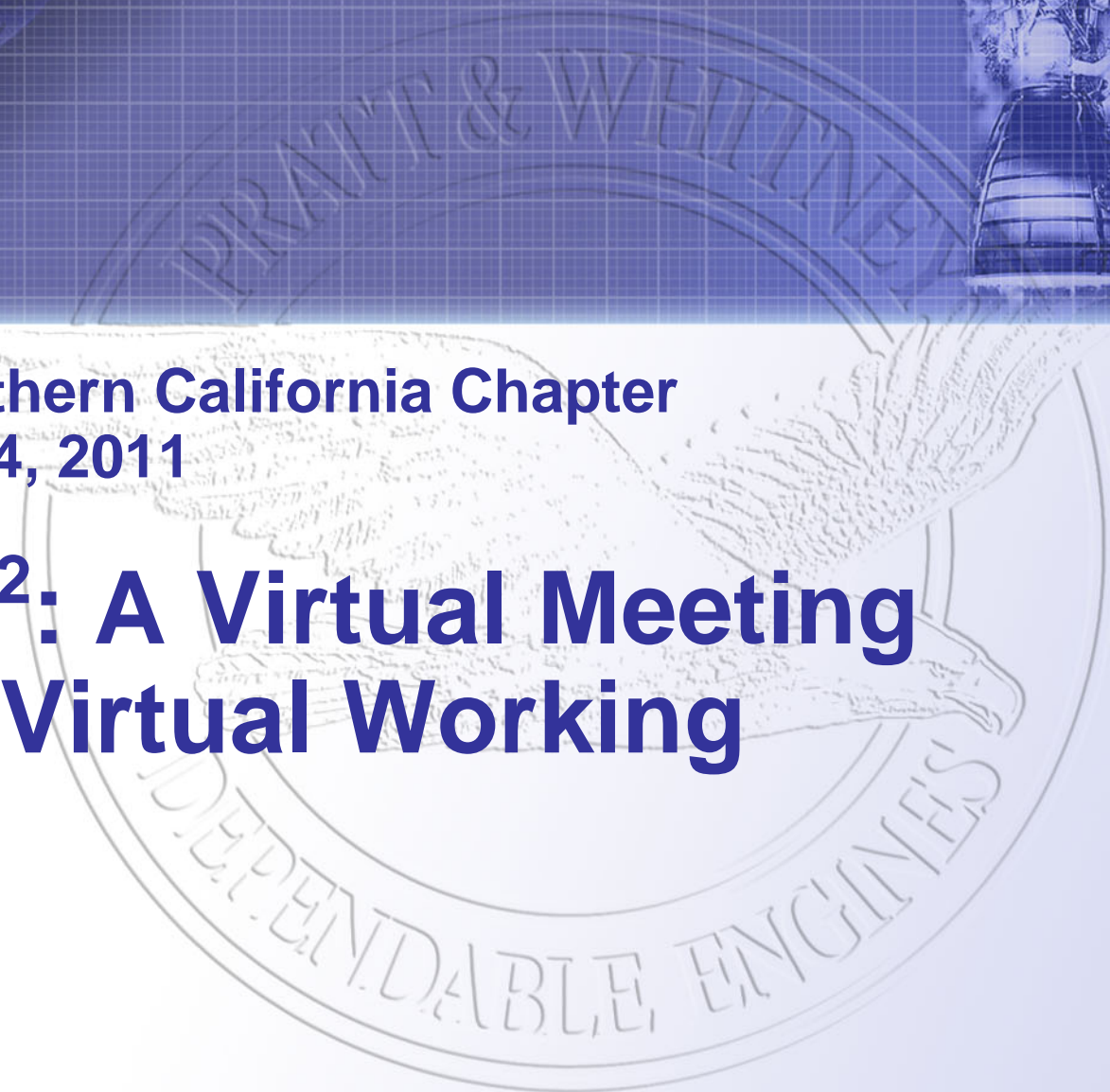




**APMP Southern California Chapter  
February 24, 2011**

# **Virtual<sup>2</sup>: A Virtual Meeting About Virtual Working**





# Welcome!

## Thank You to our venue providers:

- Esri
- SM&A
- Oracle
- Northrop Grumman
- Pratt & Whitney

Non-venue attendees – E-mail [steven.koger@pwr.utc.com](mailto:steven.koger@pwr.utc.com) confirming your attendance



# First, the Fun!

***Final* Launch of Discovery Shuttle was today... 4:53pm EST!**

## Major Milestones

- 30 years of successful missions
- Most flown spacecraft ever – 38 missions
- 143 million miles flown...at 17,400 mph
- 362 total days in orbit
- 5,628 trips around Earth
- 246 astronauts/crew members flown
- Launched Hubble Space Telescope
- First shuttle rendezvous with Russian Mir Space Station
- Service missions to International Space Station
- P&W Rocketdyne Space Shuttle Main Engines...3 engines = 37 million HP



# Your New 2001 Chapter Board



**Pratt & Whitney**

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Name	Position	With APMP	Prior Board Exp.?	Areas of Proposal Experience	Experience with Tonight's Topics
Steve Koger	Chapter Chair	14 yrs	Yes	Aerospace, Defense, Consulting	Virtual, Traveling
Anita Wright	Vice Chair, LA - Pasadena Reg. Rep.	6 yrs	Yes	Aerospace, Consulting	Virtual, Home
Michelle Meyer	Treasurer	3 yrs	Yes	Aerospace Engineering	Virtual, Traveling
Nora O'Toole	Secretary, Inland Empire Reg. Rep.	6 yrs	Yes	Government, Aerospace, Software	None
Mitch Boretz	Webmaster/ Publicity	10 yrs	Yes	Higher Education	Virtual
Alan Snodgrass	Membership, Orange County Reg. Rep	Since inception	Yes	Aerospace, Defense, Consulting, Education	Virtual, Traveling, Home
Kathy Rosado	Ventura County Reg. Rep.	10 yrs	Yes	Commercial (Technical, Financial)	Virtual, Home, Hoteling
Mirieille Driver	San Diego County Reg. Rep.	4 yrs	Yes	Multiple, Consulting	Virtual, Home
Joann Thompson	San Diego County Reg. Rep.	3 yrs	Yes	Defense, Commercial, Civil, Consulting	Virtual, Traveling, Home

# APMP National & SOCAL News



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## National

- Annual Conference – Denver, Colorado; May 31 – June 3
- New APMP website out before annual conference
- New Chapter Awards Program this year
- Please complete e-mailed APMP National member survey

## SOCAL

- Member meetings: Feb., April, July, Sept. (speakers, ???)
- Traveling SOCAL Board – Regional mixers
- Fall Training Day – Tentatively planned for Disneyland...Oct.?



**This is your chapter! We solicit volunteers and your input for potential speakers, topics or activities (including for Fall Training Day)**

[Steven.koger@pwr.utc.com](mailto:Steven.koger@pwr.utc.com)

[Anita.wright@ngc.com](mailto:Anita.wright@ngc.com)

# The Main Event



## Primer Presentation

- *“Virtual Proposal Teams: The PBM Perspective,”* Darryl Tahirali

## Main Point Open Discussions

- Virtual Proposal Teams
- Traveling Proposal Support
- Home-Based Proposal Support and Hoteling
- Effects Upon Proposal Profession and You
- Wrap-up

Run Darryl's Presentation

# Ground Rules



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1. **Phones on mute when not speaking**
2. **State name and venue location to speak**
3. **Use “Raise Hand” feature if you are on AT&T Connect...**
4. **...otherwise, one speaker at a time (try not to talk over each other)...a pause when finished speaking helps**
5. **Concise description of your relevant experience or problem**
6. **ALSO tell us your solution, or open floor for discussion**

**Thank You.**

# Virtual Proposal Teams



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**TOPIC: Virtual proposal teams and the challenges they face in coordination, communication, and moving toward a quality finished proposal**

- **What strengths or weaknesses have you experienced?**
- **How did you solve any problems?**

**Food for Thought:**

- **Can a virtual/remote proposal team operate as efficiently as a collocated/onsite team?**
- **Can this approach truly work effectively and still result in a high-quality, winning proposal?**

# Traveling Proposal Support



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**TOPIC: Traveling to a distant proposal site and supporting the proposal for weeks or months at a time, away from home.**

- **What special challenges do these people face, including a potential drop in morale being away from family and friends? How do you overcome these issues?**
- **How do you cope, yet keep up the work intensity that a demanding proposal requires?**

# Home-Based Proposal Support



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**TOPIC: Working from home, including the occasional trip into your company's nearest vacant group cubicle for a few days of "hoteling"**

- **What are the advantages and disadvantages for proposal writers who regularly work from home?**
- **Is this a path to becoming forgotten by your management and company?**

# Effects Upon Profession and You



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- **How are the changes previously discussed (virtual proposal teams, traveling support, home-based, hoteling) affecting how we lead and support proposals?**
- **How are you coping personally with these challenges and any resulting stress, or are these changes working well for you?**

# Wrap-up



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**Anita Wright.....**

**Thank You for your attendance and participation!**