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wingate, apmp fellow **20 ways to reduce b&p costs and still win** - 20 ways to reduce b&p costs and still win . by bob lohfeld . many companies have experienced flat or declining sales in the prior year and, consequently, are dealing with reduced bid and proposal (b&p) budgets this year. **beth wingate, aka - c.ymcdn** - content strategy, and marketing operations for lohfeld consulting group. beth served as apmp's 2014 past ceo, 2013 ceo, and 2012 coo as well as 2010-2011 apmp director of education, 2008-2009 apmp-nca president, and apmp's 2008 chapter chair of the year. an avid technologist, she has spent her career finding ways to use technology to enhance her teams' business processes and customer ... **read online**
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