

FIFTH EDITION • THREE CITIES

From chaos to clarity: the pursuit professional's moment

India's summit for pursuit, bid, proposal and presales professionals.
One day in your city, and a training pathway that runs for months afterwards.



NCR

Saturday, 24 October 2026

ITC Fortune Select, MG Road, Gurgaon



Bengaluru

Saturday, 21 November 2026

Hyatt Centric, MG Road, Bengaluru



Mumbai

Saturday, 12 December 2026

The Lemon Tree, Vashi, Navi Mumbai

*One day of direction. Six training programmes.
Forty agent skills. A community that stays.*

Win. Grow. Lead. • www.samagam.apmpindia.org

FROM CHAOS TO CLARITY · WIN. LEAD. GROW.

For professionals ready to contribute earlier and shape the decisions that win business

Samagam 2026 is for senior bid and proposal professionals who want to think strategically rather than respond tactically. The day makes sense of how pursuit management is evolving into a revenue-generation function, and where AI augments the contribution you already make. Through Vyasa, expert perspectives and audience conversations, you explore the capabilities and the career possibilities ahead.

Two career paths to explore

PATH ONE

Pursuit leader

Orchestrate the business acquisition lifecycle, align stakeholders, and help shape pursuit strategy and the decisions that follow from it.

PATH TWO

Value architect

Understand client priorities, shape solutions, and build a business case that justifies the investment on grounds beyond price.

Four conversations to guide your next steps

Each opens with a framework session or keynote, continues as a panel or fireside chat, and closes with the floor.

VYASA

Transforming pursuit management into a revenue function

The Vyasa Dimension Leaders present the 5D Pursuit Management Framework — five dimensions, five gates — followed by audience interaction.

WIN

Delivering value that differentiates

Strategic problem-solving and creative value thinking. Hear how supplier and buyer perspectives together shape an investment decision.

GROW

Future skills for the agentic economy

Understand agentic AI and the capabilities needed to direct and evaluate it. Practical learning priorities, set out with HR and future-skills experts.

LEAD

From bid manager to pursuit orchestrator

The move from executing instructions to shaping strategy, influencing stakeholders and contributing to the decisions that win opportunities.

How the day unfolds

You will be welcomed the moment you arrive, with time to settle in and meet fellow participants before the first session. From there the day moves through four conversations, two career paths, awards, a career open house and a closing keynote — with breaks built in for the conversations that happen between sessions.

8:30 – 9:15 am	Registration and arrival Settle in and meet fellow participants.
9:15 – 9:30 am	Welcome from APMP India
9:30 – 10:30 am	Transforming pursuit management as a revenue function Dimension Leaders present the Vyasa framework, followed by audience interaction.
10:30 – 10:50 am	Tea and networking
10:55 – 11:55 am	Delivering value that differentiates Keynote, moderated panel and audience questions.
12:00 – 1:00 pm	Future skills for the agentic economy Agentic AI keynote, fireside chat and audience interaction.
1:00 – 2:00 pm	Lunch and networking
2:05 – 2:35 pm	Awards and felicitations
2:40 – 3:40 pm	From bid manager to pursuit orchestrator Panel discussion, experience sharing and audience interaction.
3:40 – 4:00 pm	Tea and networking
4:05 – 4:25 pm	Career open house Bring your career questions to Dimension Leaders and speakers.
4:30 – 5:00 pm	Keynote by Dr. Ajay Kumar AI Nation — Bharat's path to AI power. India's AI growth opportunity, and how you can contribute. NCR edition; speakers of comparable standing are being identified for the other cities.
5:15 – 5:30 pm	Closing remarks from APMP India
5:30 – 6:00 pm	Book signing and networking Meet in the pre-function area outside the main hall.

One structure, three cities

Samagam 2026 runs as separate editions in NCR, Mumbai and Bengaluru. Some speakers and panellists will differ between locations, drawn from the leaders and practitioners in each city. The closing keynote by Dr. Ajay Kumar is confirmed for the NCR edition; dignitaries of comparable standing are being identified for Mumbai and Bengaluru and will be announced shortly. The theme, the four conversations and the structure of the day remain the same at every edition — so the experience and the outcomes you take away do not depend on which city you attend.

Carry the learning forward

You leave with a clearer view of both career paths, development priorities to work on, and the peer and mentor connections to work on them with. What begins at Samagam continues through the year.

ON THE DAY

A clearer view of both paths

Where pursuit leader and value architect roles diverge, and which one your strengths point towards.

IN THE ROOM

Development priorities to explore

The capabilities worth building next, named plainly by practitioners and future-skills experts.

AFTERWARDS

Peer and mentor connections

Contacts made at the career open house, over lunch and at the book signing — kept through the community.

How APMP India continues the work

Webinars

Podcasts

Training programmes

Certifications

Mentoring

The Vyasa 5D framework

JOIN US

From chaos to clarity — one day that changes how you work on the next pursuit.

NCR, Mumbai and Bengaluru editions. Dates, venues and city speaker line-ups are announced as each edition is confirmed.

Register now

www.samagam.apmpindia.org

Questions and group bookings

Write to director@apmpindia.org with your city, the number of participants and any accessibility requirements. Association of Pursuit Management Professionals, India.