

Smart Notes

Winning AEC Projects from the State, with Marvin Woodward

1. All GSFIC projects are advertised on the [Georgia Procurement Registry](#) and administered through a standard qualifications-based two-step selection process.
2. The GSFIC selection committee is typically made up of a five-person panel:
 - Two GSFIC members
 - Two members from the using agency
 - One member from the actual campus itself
 - Exception: Technical College System of Georgia [TCSG] will have an additional campus member on the selection committee
3. A strong team is GSFIC's main priority. It is important to consider factors like your project capacity, proximity, reputation, and experience with similar types of work.
4. Once you are shortlisted, the Committee knows your resume and capabilities and now wants to see how you will apply that experience and knowledge to the specific project. During the interview, focus on how your team will perform the project at hand instead of your portfolio.
5. If you win a project, finish strong because it leaves a lasting impression.

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