

Smart Notes

How to Win Work with Georgia Tech, with Scott Jones

1. You can find all of the opportunities to work with Georgia Tech on the [Georgia Procurement website](#).
2. As the opportunities come through, make sure you understand the ask and scope of the project relative to your AEC firm's team, expertise, and capacity before submitting a proposal.
3. When you submit a proposal, make sure you are not submitting boilerplate. Instead, you should provide information about how your team will bring their expertise to the table, how you plan to approach the project, and how you will be able to work collaboratively.
4. Be mindful of where the funding sources, and know that the team Scott Jones leads will be involved.
5. **FOR DESIGN PROFESSIONALS:**
 - The PDC will get involved and provide feedback as the design progresses. For affiliate-driven projects, the PDC may take a more active role in the selection process. The members of the PDC are selected by invitation only and serve Georgia Tech for a year, meeting quarterly.
 - When you are chasing work at Tech, a partnership between national design firms with experience in the building type and a local production architect serve the campus well.
6. The people on your team are more important than the firm's resume. Make sure you present people who will actually be working on the project, not just your leadership or sales teams.
7. Tech is always building something, so stay posted with notifications from the Georgia Procurement website.

LISTEN TO THE FULL EPISODE

Contact Us

 [smartegies.com](https://www.smartegies.com)

 [facebook.com/smartegies](https://www.facebook.com/smartegies)

 [linkedin.com/company/smartegies-llc](https://www.linkedin.com/company/smartegies-llc)

 info@smartegies.com