

# Smart Notes

## New Procurement Processes for GSFIC, with Marvin Woodward

1. Due to the COVID-19 pandemic, the GSFIC is facing many changes, but they are embracing the transitions in the liminal space.
2. GSFIC is moving towards a more Q&A-style interview format during their selection process, rather than the traditional presentation-style interview. There will still be presentations, especially on the design side, but a majority of the time allotment will be spent in Q&A.
3. Because many companies have transitioned to the virtual environment, there is more competition for teams, as there is less importance to hire locally for major projects.
  - Team dynamics are still important as ever for the GSFIC selection committee.
  - Resumes will get a team to the table, but the questions and answers will have the most impact on a final decision.
  - Value Engineering will continue to play a pivotal role in the interview process.
  - Those who can articulate answers succinctly but thoughtfully make a lasting impression.
4. In the short-term, GSFIC will continue utilizing virtual interviews in the procurement process in place of face-to-face meetings.
5. Renovation will likely take precedence over new construction in the future. Renovation design will see a major change due to a high priority to have open, low-touch spaces.
6. To best position your team in front of GSFIC, Woodward says to close strong, complete the project on time, and stay on schedule.

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