

Smart Notes

The K-12 Market Outlook - with Jere Smith



1. With school occupancy levels down, it has allowed some capital projects to move through the construction process quicker.
2. COVID has not altered the design of schools for APS, but it has caused them to upgrade their schools' cleaning process.
3. Even before the pandemic, APS was moving to a virtual world. Now more than ever, it is important for vendors to take the time to understand the technology adaptation the procurement world is adopting.
4. Best practices when submitting to APS:
 - Answer the question
 - Owners typically have 15 minutes to read your proposal. Better to be direct with your response
 - The interview is where firms can shine through
 - APS looks for a personal touch in RFP responses. Take the time to really understand the project and community it is in
5. APS Procurement is now overseeing the selection process for professional services and that solicitations are being managed through the online tool Bonfire - <https://aps.bonfirehub.com/>

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