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# SMPS EDUCATIONAL BREAKFAST SERIES

## Session #3: UCSD – Procurement Process & Proposal Success Stories

### AGENDA

- Brief overview of the UCSD procurement process
- Who are the decision makers?
- What we like to see in your proposals and presentations.
- How do you win a UCSD project?
- Horror stories: What not to do in your proposal or presentation.
- Q&A

### DETAILS:

Thursday, March 11, 2010  
7:45AM (check in) / Program 8–10 AM  
Legacy Building Services  
Morena Vista Apartments Media Room  
5395 Napa Street, Suite 100  
San Diego, CA 92108

**Continental Breakfast will be provided.**

### REGISTRATION:

Class size limited to 20 people  
Member Cost \$50 / Non-member cost \$65  
Register on-line at [www.smpssd.org](http://www.smpssd.org)  
Mail Checks to SMPS, 3802 Rosecrans, PMB 405, San Diego CA 92110-3117  
Or pay online using PayPal.  
Questions? Contact Lisa Bittner (T) 619.696.5100 or (E) [lbittner@cwdriver.com](mailto:lbittner@cwdriver.com)

**ABOUT THE SPEAKER:** Michael Downs, Principal Architect + Senior Project Manager  
UCSD, Department of Facilities Design and Construction

Mr. Downs manages the collaborative effort for delivering diverse academic and healthcare facilities for the University of California, San Diego. His general responsibilities require providing strong leadership in developing detailed programming, budget and schedule development, design management, bidding/award and construction administration of capital projects ranging from \$1M to \$60M as part of UCSD's billion dollar capital improvement plan. His specific experience includes such notable projects such as: Conrad Presby Music, Computer Science and Engineering, Health Sciences Graduate Housing and the San Diego Supercomputer Renovation & Expansion.

