

*Price has no meaning
except in terms of the
quality of the product.*

—Dr. W. Edwards Deming (1900-93)

Qualifications Based Selection is the preferred system for the selection of professional services. QBS is a negotiated procurement process for selection based on qualifications and competence in relation to the work to be performed.

Why Use QBS?

- High quality professional services are only a small percentage of the initial project cost and yet can significantly affect and influence the lifetime cost of the project.
- QBS promotes improved project quality by assuring that both the client and the professional service provider clearly understand the scope of work required to meet the needs.
- Studies show that the use of QBS is more efficient and less costly than selection using price as the primary criteria. **A clearly defined scope of work produced through this process leads to more cost-effective construction.**

Acceptance of QBS by Prestigious Organizations & Governmental Agencies Demonstrates High Value!

American Bar Association
American Council of Engineering Companies (ACEC)
American Council of Engineering Companies of Indiana (ACEC of Indiana)
AIA
AIA of Indianapolis
American Public Works Association
American Road & Transportation Builders Association
American Society of Civil Engineers
American Society of Landscape Architects
American Water Works Association
Federal Highway Administration
Indiana Association of Cities and Towns
Indiana Association of County Commissioners
Indiana Construction Association
Indiana Department of Transportation
Indiana Office of Community & Rural Affairs
Indiana Society of Professional Engineers
National Society of Professional Engineers
National Society of Professional Surveyors
Society for Marketing Professional Services
U.S. Army Corps of Engineers

For your FREE copy of the detailed QBS User's Guide, including many helpful sample forms, visit the website at www.qbsindiana.org Or call the QBS office at 317-637-3316.



Improve
Quality
and
Cost Effectiveness

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The QBS Process

- Fosters broad-based competition.
- Provides the selected professional the opportunity to completely understand the owner's needs and objectives based on a negotiated fee.
- Practiced for over 100 years and embodied in the Brooks Act – Public Law 92-582, reaffirmed by Public Law 100-464.
- Saves money over bid based methods as proven in actual practice by public and private owners.
- Takes full advantage of the creativity and expertise of your professional.

It is unwise to pay too much, but it's worse to pay too little.

—John Ruskin (1819-1900)

STEP 1: Select the most qualified firm.

Establish evaluation criteria.

Solicit Statements of Qualifications from selected firms.

Develop a Short List of 3-5 firms. Investigate references, projects and office. Invite for interviews.

INTERVIEW & RANK FIRMS.

STEP 2: Jointly define scope and contract form, taking advantage of selected firm's experience and expertise.

Invite the highest ranked firm to assist in defining the scope of the work.

Establish contract terms.

EVERYONE IN AGREEMENT???

Go to next most qualified firm on Short List.

STEP 3: Retain the firm on the basis of an acceptable contract.

Ask for fee proposal.

EVERYONE IN AGREEMENT???

RETAIN THE FIRM.
Enter into written contract.

