

*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 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 Administration  
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](http://www.qbsindiana.org)  
Or call the QBS office at 317-637-3316.



Improve  
Quality  
and  
Cost Effectiveness

# QBS INDIANA

Qualifications Based Selection

Qualifications Based Selection is the preferred system for the selection of professional services (defined in IC 5-16-11.1-1 as *services performed by any licensed architect, professional engineer or land surveyor in connection with his professional employment or practice*). QBS is a negotiated procurement process for selection based on qualifications and competence in relation to the work to be performed.

You may already be using QBS by hiring a competent firm you've worked with previously.

## The QBS Process

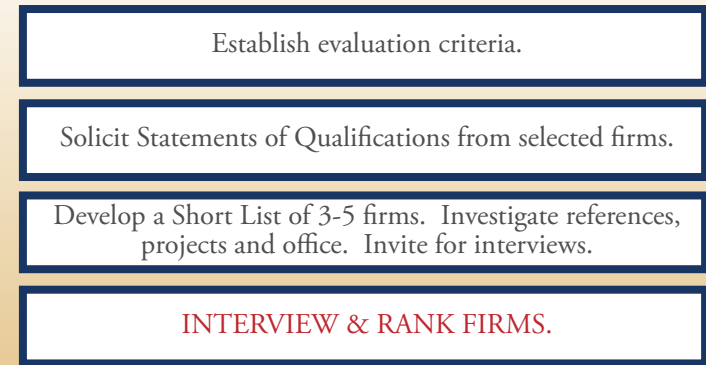
- Fosters broad-based competition.
- Provides the selected professional the opportunity to completely understand the owner's needs and objectives before negotiating a fee.
- Practiced for over 100 years and embodied in the Brooks Act – Public Law 92-582, reaffirmed by Public Law 100-464.
- Saves money 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.*

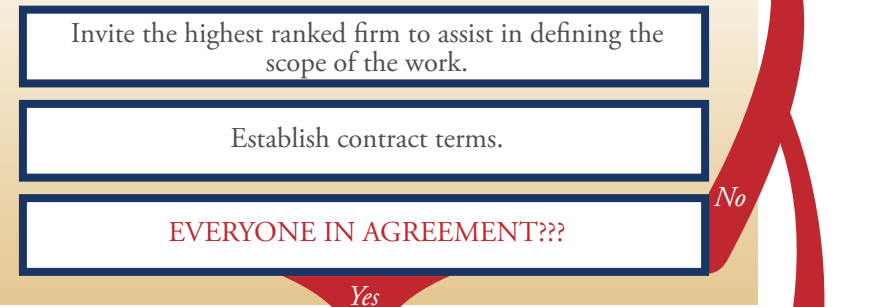
—John Ruskin (1819-1900)

## QBS Withstands All Scrutiny

### STEP 1: Select the most qualified firm.



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



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

