

*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
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

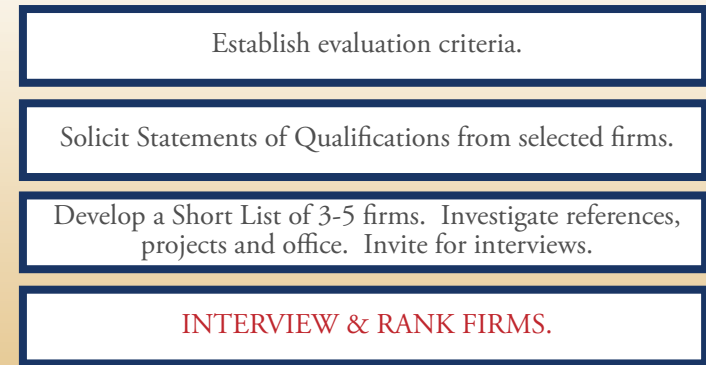
- Fosters broad-based competition.
- Provides the selected professional the opportunity to completely understand the owner's needs and objectives before negotiating a fee.
- Practiced for over 100 years and embodied in the Brooks Act – Public Law 92-582, reaffirmed by Public Law 100-464.
- Saves money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



Go to next most qualified firm on Short List.

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



No

No

Yes

Yes