

QBSColorado NEWSLETTER

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January 2002

CERTIFIED CONSULTING ENGINEERS OF COLORADO JOINS QBSColorado

John Cotten of **TST Inc of Denver** was named by CCEC to represent their organization as a Director of QBSColorado. Welcome to the group, John. We're sure you will be able to give a valuable perspective to the issues QBS deals with.

Also participating at the Directors' meetings are representatives from JE Dunn. Bruce Anderson, Mike Bates, or Eric Petersen attends every meeting. Having the views of a contractor is very helpful.

Charles Fielder, AIA is Chair of QBSColorado for 2002

With the New Year comes a QBS board led by an architect. We were most fortunate to have the leadership last year of Eric Young, PE with EMC. Eric set the bar high with his 2001 goals and set an example by coming to every meeting with some of those goals completed. The 2002 board goals are simply to continue and build upon the excellent ground work that Eric had instituted. Thank you Eric!

A chair is nothing without a board, and this board is committed and experienced. (Hopefully some of that will rub off on this architect). We began the year by presenting newly developed Powerpoint presentations to ACEC meetings and immediately responding to RFP's with letters and an offer to help educate on the benefits of QBS. We plan to represent the QBS process at various conferences for CML, CASE and CASB to name a few. We are also pursuing various options with State Licensing and legislative solutions in regards to QBS. Texas, for instance, will revoke a licensed professional's license for bidding a project. Georgia has had QBS legislation in place for some time and actually has a state monitoring office.

Of all the goals we intend to build upon this year, the highest on our agenda is listening to our sponsors - ACEC-CO, AIA, PEC, and CCEC and our future sponsors, the landscape architects, surveyors and materials testing professionals. We will do our best to respond to RFP's that are not in the best interests of clients or professionals. Your task will be to inform your board members of your concerns.

If I were to characterize this year's efforts, it would be a "year of optimism." We welcome the interest and assistance of JE Dunn Construction Company, Mike Bates and Eric Petersen. With Eric Young's foundation and new board members Mike Sherrill, PE and John Cotten, PE, CCEC, we anticipate a positive influence on professional services selections throughout the State of Colorado.

CONVENTION CENTER CONTRACTOR TO BE SELECTED THROUGH NEW QUALITY-BASED PROCESS

"In May 2001, the voters of Denver approved the use of new methods of selecting general contractors on public projects. As a result, the City of Denver is using one of these new methods for the selection of a contractor for the Colorado Convention Center Expansion.

"The Design and Construction Management Division of Public Works of Denver is using a quality-based (sic) selection process. This method allows a committee of community professionals to choose the best contractor the project by a review of the experience and the credentials of the firm rather than being tied to the results of a low public bid. Early selection of the general contractor before the design is complete will also allow the city to benefit from the contractors' skills in pre-construction services, including scheduling and cost estimation.

"On June 18, 2001, the city issued a Request for Qualifications for general contractors. Interested contractors will be required to be pre-qualified from the City's Pre-Qualification Board. Information on how to become pre-qualified with the City and County of Denver can be found on the Web-site: www.Denvergov.org/publicworks.

The selection committee will review all of the responses to the RFQ and create a short list of finalists. The finalists will be issued a Request for Proposals where the contractor is asked to provide more detailed information on their qualifications. The selection committee will determine the best-qualified contractor for this project based on the credentials submitted in the proposals and oral interviews.

"The City believes this new method of contractor selection will result in finding the finest quality builder for the Colorado Convention Center. The general contractor for the expansion should be under contract by the fall of 2001 and construction work will start in the spring of 2002."

General Contractors' newsletter, Summer 2001

CITY OF CASTLE ROCK WINS STATE QBS AWARD

The City of Castle Rock won the 2001 State of Colorado Qualifications Based Selection Award. The award recognizes the City for implementing and using procurement methods based on design firms' qualifications and not asking firms to bid against each other. In the City's Purchasing and Contracting Manual it specifically states that a competitive bid process shall be followed except for Professional Services. The City developed their own score sheets for interviewing firms and has been successfully practicing Qualifications Based Selection for several years with no input from QBS *Colorado*. When QBS representatives Charles Fielder and Ed Cecil visited the City in the summer of 2000, they were pleasantly surprised to find the City consistently asking for Requests for Qualifications and having follow-up interviews, after which fee negotiations with the selected firm begin. **CONGRATULATIONS** for a job well done, City of Castle Rock!

2001 Legislation (Oregon)

"HB 2014-B (Passed) – Implements QBS for the local level of governments. This was an onerous and time intensive political battle against united local governments that ended with the beginnings of the best QBS law in the Northwest. An active CECO government affairs committee and board of directors along with key political supporters, including House Speaker Mark Simmons, were the keys to passing this bill."

Consulting Engineers Council of Oregon, August 2001.

Wizard of ID cartoon

USE OF QBS SAVES MONEY FOR NEW JERSEY HIGHWAY DEPARTMENT

Boswell Engineering in New Jersey was selected by qualifications to design the Ho-Ho-Kus Brook flood control project in the Village of Ridgewood for Bergen County. When they were selected it was not known how many, if any, bridges were to be replaced. Detailed engineering reports and modeling determined that two (2) bridges, East Glen Avenue and Meadowbrook Avenue, had to be replaced. Price competition was not possible prior to the reports and modeling being completed. No one knew which or even how many bridges to design.

If a price competition were utilized after the two bridges were identified, it still would not have been cost effective. In order to provide the lowest price, the design proposal would assume the same type of bridge in both locations. This is the cheapest design cost. Due to the hydraulics and traffic considerations, the East Glen Avenue bridge had to be a steel beam bridge. The lowest design cost would then dictate a steel beam bridge at Meadowbrook Avenue. Since the engineer was hired on qualifications and they were able to perform value engineering, they designed a concrete box beam bridge at Meadowbrook Avenue. This saved the County \$150,000 in construction cost and \$450,000 in operation and maintenance (painting) costs during the useful life of the structure. Just the \$450,00 is more than the entire design fee for the project.

If the project were done by bidding the engineering, the County would have spent \$600,000 more for construction and operation and maintenance. It is possible that the "lowest bidder" in a price competition might have charged \$10,000 to \$20,000 less than Boswell Engineering did. However, the County would have spent about \$600,000 more in construction and operation and maintenance. There was no way to know this when the engineer selection was made.

Work Continues to Make QBS the Standard in Tennessee

By Jerry Stump, P.E., Chair, CET Business Practices Committee

As CET begins another year of serving the needs of the engineering community in Tennessee, it is appropriate to renew our emphasis on one of our core principles – Qualifications Based Selection (QBS). National, QBS continues to be emphasized by the American Council of Engineering Companies (ACEC). Closer to home, CET has led efforts in Tennessee to promote QBS. There have been many success stories related to these efforts, however, there is much work to do before QBS becomes the standard for all selections.

Since 1972 the federal government has required Qualifications Based Selection for procurement of all professional Architectural/Engineering (A/E) services. Many states, including Tennessee (*and Colorado*), also have some type of legislation in place requiring QBS for professional services. However, too many officials and agencies remain unconvinced of the value and benefits of the QBS process.

One of the greatest tasks we face as a professional organization is to communicate, demonstrate and promote the value of QBS in achieving successful projects. We are fortunate because most officials understand that the engineer’s performance can influence the entire project, including its conceptual development, financial feasibility, acceptance by the public, project appearance, and functionality, construction schedule and costs, and operating and maintenance costs during the life of the facility. Our task is now to promote understanding that a project’s success begins with the process for selecting the project’s engineer.

CET is not alone in its battle to make QBS the standard method for selection of engineers. Other professional organizations committed to QBS include the American Council of Engineering Companies (ACEC), The American Institute of Architects (AIA), National Society of Professional Engineers (NSPE), American Public Works Association (APWA), American Water Works Association (AWWA), American Bar Association (ABA), and The Associated General Contractors of America (AGC).

I urge you to support the efforts of CET and these kindred organizations in promoting QBS. Our businesses and our profession will be stronger once QBS becomes the standard method for choosing an engineer.

The following article is from the Connecticut CEC newsletter.

TOWN OF GREENWICH STANDS BY QBS PROCESS

Marcos J. Madrid, P.E., commissioner of public works for the Town of Greenwich since 1996, has been using qualifications based selection (QBS) for professional services for more than 30 years. “It’s not only the fairest process, it gives the Town the best value for quality projects,” says Madrid. Prior to working for the Town, Madrid served in the U.S. Air Force for 26 years in civil engineering, attaining the rank of colonel.

The Town of Greenwich, with a population of 60,000, has many current projects, including pump station upgrades, a wastewater treatment plant upgrade, new wastewater force mains, traffic calming projects, a bicycle master plan, a new police station, and a senior center upgrade.

Talking from experience, Madrid says, “Design costs are generally a small percentage of the overall construction and maintenance costs of a project. We know that a major cause of problems with construction projects is change orders that can adversely impact the project budget and schedule. A qualified consultant is the key to high quality design and construction documents, which can reduce construction costs, the number of change orders, and maintenance and operating costs over the lifetime of the project.”

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CONTACT A BOARD MEMBER

**GET YOUR NEW BINDER!!
SEE OUR NEW FLYER!!**

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