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QBS Colorado Newsletter

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“Why Would Anyone Use a Method Other than QBS?”

by Jerry Stump, PE, Chair ACEC of Tennessee Business Practices Committee

Recently I had an interesting conversation with a client regarding selection of consultants. We were discussing the numerous ways in which consultants are selected, and advantages and disadvantages of each method. As we talked, he made a very interesting remark, “Why would anyone use a method other than QBS, when it’s the law.” This is not the first time I have heard this comment from a client. It is obvious that many clients share our opinion that Qualification Based Selection (QBS) is not only the law, but also the preferred method of consultant selection.

We should take every appropriate opportunity to discuss QBS and its merits, to solicit and consider input from our clients, and to educate those around us about the QBS process. We are now in the season of annual conferences for many national and local engineering organizations and societies. Whenever possible, we should seek to add to meeting agendas the frank, thorough discussion of Qualification Based Selection, one of the core principles of the American Council of Engineering Companies.

Presentations

Eric Young of QBSColorado and Bill Green of the Rocky Mountain Chapter of the Design Build Institute of America, recently presented a program to the Society of Marketing Professionals on Qualification Based Selection (Methods and Trends in Design Build Project Delivery). They discussed

why QBS is the preferred selection method in public sector work, how the private sector can also benefit from this selection method, and why QBS is an important aspect of design build. In November, Steve Bagley of QBSColorado made a presentation to the ASCE Northern Section.



QBS’s Dave Hughes is making the presentation to Bob Goebel (center) from Public Works and Ron Redd (right) Castle Rock’s Utility Director.

And The Winner Is.....

Each year, QBSColorado recognizes an agency for their utilization of QBS methods in the selection of professional consultants. The Town of Castle Rock was the winner for 2001.

QBS to Exhibit in 2003

QBSColorado will start off the New Year by participating in the Colorado Association of School Executives’ (CASE) annual winter leadership conference. The conference will be held at the Stapleton Doubletree Hotel, January 26-28, 2003. Three of our Directors, Mike Sherrill, Bernie Johnson and Doug Hahn have agreed to staff the QBS booth. We know they will do an excellent job in educating and promoting Qualification (qualifications?) Based Selection to the attendees.

Key Points About QBS

For your use in developing agendas and participating in discussions, here are some key points regarding QBS.

QBS typically involves the following steps:

- Development of Project Description
- Development of Project Schedule
- Request of Statements of Qualifications
- Evaluate Statements of Qualifications
- Develop a Short List of Qualified Firms for Interviews
- Interview Short-listed Firms
- Rank Interviewed Firms in Order of Most Qualified
- Negotiate Scope of Services, Professional Fees, and Schedule

Most owners understand that the design professional’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. We need to stress the connection between these critical tasks and project’s success, and the process for selecting the design professional.

2002 National Grant

Work has begun on writing the 2003 National QBS Grant. We have received financial support from National in the past and hope to do so in the coming year.

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