

YOU GET WHAT YOU PAY FOR

**IF THAT MAKES SENSE,
THEN SO DOES THIS:**

QBS
QUALIFICATIONS BASED SELECTION

2005-#2

QBS Colorado *Newsletter*

Fall 2005

WELD COUNTY DEPARTMENT OF PUBLIC WORKS WINS STATE QBS AWARD

In July of 2005, Steve Bagley, PE, QBS Chairman, presented Rob Masden, Weld County Commissioner the 2005 QBS Award for Professional Procurement Services. This award recognizes public and private entities that make exemplary use of the QBS selection process at the state and local levels.

Prior to the inclusion of QBS into the Weld County Purchasing Policy, professional services contracts were obtained through a low bid process. Recognizing the advantages of the QBS process, the Weld County Department of Public Works

presented an initiative to the Board of County Commissioners modifying their selection process. Approval and inclusion of the QBS process into the Purchasing Policy was obtained for use by all county departments. The QBS process was recently used by Weld County to acquire a multiple year services contract for a land surveying company in addition to engineering services for two major roadway projects that include a variety of complex combination of services. These services would have been extremely difficult to acquire using the processes previously available.

WHAT AMERICA THINKS: QBS

A nationwide poll of voters (1,000 sample, margin of error +/-3.1) conducted December 16-22, 2004, by two respected national pollsters - The Tarrance Group, a Republican firm, and Lake Snell and Perry, a Democratic firm - found that only 11 percent of voters said they agreed with the viewpoint that architects and engineers who are hired by government agencies to design and construct public buildings like schools, hospitals, airports, courthouses, and prisons should always be awarded to the lowest bidder in order to save money." ON the other hand, a strong 88 percent agreed with the contrary statement," Because public health and safety is at stake, these contracts should be awarded by selecting the best qualified architects and engineers and then negotiating the best possible fee."

In effect, voters came down hard on the side of qualifications-based selection (QBS) of architects and engineers in government procurement as incorporated in the federal Brooks Act and as passed, in one form or another, in 47 of the 50 states for public procurement projects. In the poll, every major voter group registered over 80 percent support for the QBS concept.

The fact that such a massive majority of voters across-the-board side with us on this issue is great news," said Ron Faces, vice president of AIA Government Advocacy. The American public puts top priority on the health and safety of the built environment and they want the best qualified professionals - as opposed to simply low bidders - designing public structures."

QBS is a technical process that is understandably hard to fully explain in a relatively short poll question," he continued. But this poll question fairly represents the concept of QBS and the major trade-offs that proponents and opponents spotlight when this issue is debated in state legislatures. The views of the voters are clear. These results will strongly reinforce the AIA's steadfast advocacy position in favor of QBS in state and federal governmental forums."

The survey was sponsored by the AIA Center for Communities by Design and the AIA Government Advocacy Team.

ACEC DELEGATES PROMOTE QBS AT FIDIC CONFERENCE IN CHINA

ACEC Delegates to the International Federation of Consulting Engineers (FIDIC) Annual Conference, promoted QBS and the elimination of price competition in the international practice of engineering.

Engineering associations from throughout the world were represented at the Conference in Beijing, China – including a 20-member U.S. delegation led by ACEC Chairman Ed Mulcahy.

The U.S. delegation also included ACEC President Dave Raymond, Chairman-elect Jeff Daggett, Past Chairman Bill Howard, Executive Committee member Rod Hoffman, and International Committee Chairman Gregs Thomopulos (who is also on the FIDIC Executive Committee).

Other ACEC members at the Conference were: Stanley Kawaguchi, former ACEC chairman; Jim Hollatz and Richard Stump, Stanley Consultants Inc.; Glen Diagger, CH2M Hill; former ACEC Chairman William Lewis, Forensic Concepts; Joseph Paoluccio, PWNA; Allen Poppino, Poppino, Inc.; John Pulley, Parker Durrant International; Howard Schirmer, Jr., Transnational Associates, Inc.; Jay Simson, ACEC/NY; Ralph Tyler, Ralph Tyler Companies; and Bill Wallace, Wallace Futures Group.

Thomopulos chaired a session on quality in procurement that included representatives of the World Bank, Asian

Development Bank and the European Bank of Reconstruction and Development. At the session, a representative of the Association of Japanese Consulting Engineers (AJCE) indicated that Japan recently enacted a law precluding price selection of engineering services, an initiative that ACEC assisted AJCE in pursuing.

“The FIDIC conference gives us a chance to discuss the issues that are critical to our success with key decision makers in the international arena, both formally in the sessions and informally,” said Mulcahy. “We will continue to push the international lending institutions to see the value and sense in implementing a QBS-only policy.

Raymond was active in promoting QBS at the FIDIC Directors and Secretaries meeting, and Howard emphasized the importance of QBS during a session on sustainable municipal infrastructure, which he chaired.

Three new FIDIC Executive Committee members were elected, all three supported by ACEC for their strong positions on QBS: Geoff French of England; Subhash Mehrotra of India and Xie Shaozhang of China.

Jorge Diaz Padilla of Mexico began a two-year term as FIDIC President, and John Boyd of Canada was appointed President-elect. Both have strong ties to ACEC.

Reprinted from ACEC – The Last Word September 16, 2005

QBS TIP

Need a great marketing tool? The QBSColorado brochure is an excellent way to assist potential clients with the selection of a design professional.

In these economic times with tight budgets and fear of future diminished revenues, owners are naturally concerned over costs. This means architectural/engineering firms are likely to encounter more requests for bids. Our QBS brochure is an excellent way to remind owners the quality

of the firm they select has an enormous impact on overall project costs.

For a supply of brochures to hand out at client-based meetings and conferences or to include with promotional mailings contact us: qbsco@acec-co.org. Or visit our website www.acec-co.org/qbs for more in-depth information.

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