WHO USES QBS?

1. **FEDERAL GOVERNMENT**: Public Law 92-582 (Brooks Bill) passed in 1972 confirms that QBS is in the nation's best interest in federal procurement on civilian agency projects. Public Law 100-464 passed in 1988 reaffirms the Brooks Law and adds specific services covered by the law.

2. **STATE & LOCAL GOVERNMENT**: Missouri law RSMo 8.285 - 8.291 (mini-Brooks bill) passed in 1983 and updated in 2007 specifies that state agencies and political subdivisions must use QBS.

WHO ELSE SUPPORTS QBS?


2. **APWA**: The American Public Works Association endorses the QBS method in their APWA Red Book on Qualifications-Based - Selection Guidelines for Public Agencies. [www.apwa.net](http://www.apwa.net)


4. **AIA**: The American Institute of Architects in an Issues Brief strongly supports QBS. [www.aia.org](http://www.aia.org)

WHEN TO USE QBS?

**SITUATION #1**
- You, the owner, have an existing relationship with a design professional.
- The firm you are working with has the technical qualifications required for the new project.

QBS allows you to continue the current relationship without going out for an RFQ or RFP.

**SITUATION #2**
- An existing relationship with a design professional may exist
- You have a project which requires different technical expertise

Use the QBS Method of selection.

THE BEST WAY TO ENGAGE DESIGN PROFESSIONALS

...a brief introduction to

QBS

QUALIFICATIONS-BASED SELECTION OF DESIGN PROFESSIONALS

ACEC Missouri

AMERICAN COUNCIL OF ENGINEERING COMPANIES of Missouri

200 E. McCarty Street, Suite 201
Jefferson City, MO 65101

573-634-4080 Fax: 573-634-8929

Website: [www.acecmo.org](http://www.acecmo.org)

* (LICENSED ARCHITECTS, PROFESSIONAL ENGINEERS AND LAND SURVEYORS)
WHAT IS QBS?

Qualifications-based selection (QBS) is a process for the selection of design professionals by any Owner using objective criteria looking for competence and experience relative to the work to be performed.

THE VALUE:

- Quality comes first
- Encourages competition among design professionals
- Allows the design professional to understand the owner’s complete needs for the project before negotiating the design fee
- Saves money over bid-based methods
- Takes full advantage of creativity and expertise of the design professional

WHY USE QBS?

- Design professional services are only 1-2% of the lifetime project cost yet dictate construction and lifetime maintenance costs (98%).
- Improves project quality by clearly defining the scope of work required.
- It leads to realistic construction bids based on a definitive scope of work.
- QBS allows design professional to compete on innovation and creativity at the proposal stage.

QBS IS NOT...

Request for qualifications (RFQ) or request for proposal (RFP) should not ask for:

- Price or price range
- Fee or fee range
- Man-hours or man-hour estimates
- Cost per man-hour
- Asking for proposal in one envelope and asking for price for these services in another envelope (two envelope system)

QBS – THE 3-STEP PROCESS

1. Establish Evaluation Criteria
   - Request for Qualifications or Proposal (RFO/ RFP)
   - Develop a Short List of 3-5 Firms

2. Rank and Direct Select or Interview
   - Selected Firm Helps Define Scope of Work
   - Mutually Agree to Scope and Contract Terms
   - Go to Next Firm on Short List

3. AGREEMENT ???
   - Negotiate Fair & Reasonable Fee
   - AGREEMENT ???
   - Retain the firm on the basis of an acceptable proposal

RETAIN THE FIRM
Enter into Written Contract