

## 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?

**1. ABA:** The American Bar Association's Model Procurement Code for State and Local Governments (2000) specifies QBS as the preferred method of procuring services from design professionals. [www.abanet.org](http://www.abanet.org)

**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)

**3. NSPE:** The National Society of Professional Engineers *Professional Policy No. 131 - Procurement of Engineering Services (QBS)*. [www.nspe.org](http://www.nspe.org)

**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.***

**TO LEARN MORE ABOUT HOW THE QBS PROCESS WORKS CONTACT**

## ACEC Missouri

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## THE BEST WAY TO ENGAGE DESIGN PROFESSIONALS

...a brief introduction to

# QBS

**QUALIFICATIONS-BASED SELECTION  
OF DESIGN PROFESSIONALS \***



\* (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

**STEP 1**  
Select the best Qualified firm.



**STEP 2**  
Jointly define scope and contract terms, taking advantage of the experience of the selected firm.



**STEP 3**  
Retain the firm on the basis of an acceptable proposal.

