

Qualifications Based Selection for Consulting Services

Association of Consulting Engineering Companies – PEI | ACEC-PEI

Is this situation familiar? Your municipality has a major capital works project representing a significant investment of tax dollars. You are responsible to get it done. You also know that selecting the right engineering firm not only impacts the quality of the design and construction, but also operations and maintenance of the infrastructure over its entire life.

How do you choose the right team, for the right project, at the right price? This has been answered by leading industry and professional associations and progressive Canadian municipalities. The answer is Qualifications Based Selection (QBS) - the “procurement best practice” found in the National Guide to Sustainable Municipal Infrastructure (InfraGuide) which was developed by the public sector for the public sector.

QBS encourages selection of the most qualified team who will work with the owner to jointly develop the required scope of services and appropriate schedule and fees. QBS is similar to hiring people – identify the candidate who will provide the most value to the organization and help the organization achieve its objectives, and then negotiate terms of employment. If the owner and the preferred team cannot come to terms on scope and fees, the client proceeds to the next-preferred team.

QBS encourages innovation and provides better value to taxpayers on capital investments. It provides accountability by ensuring that fees will directly correspond to the level of service and the value of deliverables being provided. QBS also results in more realistic and predictable budgets and schedules for capital expenditures.

QBS maximizes the value of the engineer’s contribution to a project while reducing the project’s life cycle costs to the owner. Engineering typically accounts for only about 2% of the life cycle cost of a project, but dramatically impacts the cost and quality of the remaining 98%.

QBS emphasizes quality, fosters innovation, and generates real savings in construction, operations and maintenance, saving taxpayer dollars while optimizing public safety and welfare. It is a competitive and transparent process. **It is important to understand that the lowest price does not equal the best value.** If you want to know more about QBS or the Association of Consulting Engineering Companies – PEI, visit acecpei.ca and yes2qbs.com.

InfraGuide link

https://data.fcm.ca/documents/reports/InfraGuide/Selecting_a_Professional_Consultant_EN.pdf

Decision Making and Investment Planning



Selecting a Professional Consultant

This document is the eleventh in a series of best practices that transform complex and technical material into non-technical principles and guidelines for decision making. For titles of other best practices in this and other series, please refer to www.infraguide.ca.

National Guide to Sustainable Municipal Infrastructure



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