Qualifications-Based Selection (QBS) is a competitive procurement process that requires a project owner to hire design professionals (engineers, land surveyors, architects, etc.) based on their qualifications and competence.

**QBS Benefits**

93% Owner Satisfaction
Nearly 70% ranked "very high"

Projects Are High Quality
100% of projects in study ranked highly for quality

Designers Perceive Success
Professionals satisfied with process and outcome

Lasting Professional Relationships
Clients and designers often willing to partner in the future

**Does QBS Increase Client Satisfaction?**

QBS prohibits the use of cost as a factor in the initial evaluation and selection of design professionals. Instead, firms are ranked based on their qualifications, experience, and demonstrated competence. After identifying the best-qualified firm, only then may a project owner enter into negotiations for a reasonable price.

QBS is widely recognized for promoting better business relationships between the contracting parties, largely because QBS provides better service, better quality, and better value for clients and, ultimately, for the taxpayers.

A quantitative study found that QBS projects exhibit a wide variety of positive outcomes—ranging from better-controlled costs and on-time schedules to increased creativity in the design, and more enduring quality. In fact, 100% of surveyed clients gave top marks when ranking their projects’ quality. It’s no wonder that 93% of project owners rated their overall satisfaction of the projects as "high" or "very high."

Of note, the study found that the design professionals were also satisfied with the collaboration that occurs through the QBS procurement process. This appears to correlate with reports of higher levels of earned trust between the clients and the professionals, as well as an increased likelihood that they will continue to have an ongoing professional relationship, in which they collaborate on future projects.

A competent, qualified design professional will deliver the result a client needs and wants for a fair price.