Qualifications-Based Selection (QBS) is the ideal procurement method for the hiring of qualified professional design services. It is the best process to ensure public safety and satisfaction.

**QBS Benefits**

**Protects Intellectual Property**
Innovation emerges in conversations about scope

**Rewards Creativity**
Allows an owner to work with design team to refine scope

**Promotes Sustainability**
Requires an emerging set of technical skills and creativity

**Time and Cost-Savings**
More likely to meet and exceed project goals

**Does QBS Encourage Innovation?**

QBS is a competitive procurement process that requires a project owner to first evaluate design professionals (engineers, land surveyors, architects, etc.) based on their qualifications and their competence. After ranking the firms and identifying the single-most qualified firm, the project owner and the selected firm begin to collaborate on the project’s scope, schedule, specific goals, and budget. This is also when the firm and their client begin to negotiate a fair and reasonable price for services.

A quantitative study found that QBS encourages designers to be more innovative, in large part because they feel that their creative and intellectual property is protected within the selection process. This is because the complete scope and cost of services are not determined until the selected designer collaborates with the client. During scope development, the professional incorporates their unique skills and new technologies, knowing that their design will be constructed and fairly compensated.

Innovation maximizes the value of a project. A creative design may make a project more energy efficient, durable, or sensitive to the community’s values and preferences. We see this frequently with highly-touted LEED-certified projects.

If price is a selection factor, design professionals benefit from providing bare minimum proposals. Advanced technologies or new features that could save a great deal of cost over the life of the project may not be added because another firm who chose not to include those features can offer a lower price.