

## Attendees:

Name	Firm	E-mail	Present	Call-In
Al Abbas, Susan	Lochmueller Group	salabbas@lochgroup.com	✓	<input type="checkbox"/>
Bender, Drew	VS Engineering	dbender@vsengineering.com	<input type="checkbox"/>	<input type="checkbox"/>
Clayborn, Richard	CTL Engineering of Indiana, Inc.	rclayborn@ctleng.com	✓	<input type="checkbox"/>
Combs, Jesse	Bollinger, Lach & Associates	jcombs@bollingerlach.com	✓	<input type="checkbox"/>
Delisle, Nathan	MS Consultants	ndelisle@msconsultants.com	<input type="checkbox"/>	<input type="checkbox"/>
Gentry, Beau	CDM Smith	gentrybm@cdmsmith.com	✓	<input type="checkbox"/>
Hinds, Shari	USI Consultants	shinds@usiconsultants.com	<input type="checkbox"/>	✓
Maurovich, Mike	American Structurepoint	mmaurovich@structurepoint.com	<input type="checkbox"/>	<input type="checkbox"/>
Miller, Andrew	Christopher B. Burke Engineering, LLC	amiller@cbbel-in.com	✓	<input type="checkbox"/>
Patel, Sanjay	VS Engineering	sbpatel@vsengineering.com	✓	<input type="checkbox"/>
Sheets, Carly	Butler, Fairman & Seufert	csheets@bfsengr.com	<input type="checkbox"/>	<input type="checkbox"/>
Slagle, Brian	Janssen & Spaans Engineering, Inc.	BSlagle@jsengr.com	✓	<input type="checkbox"/>
Smith, Sean	Crawford, Murphy & Tilly (CMT)	ssmith@cmtengr.com	✓	<input type="checkbox"/>
Tierney, Joe	GRW Engineers	jtierney@grwinc.com	<input type="checkbox"/>	<input type="checkbox"/>
Watson, George	WSP	George.C.Watson@wsp.com	✓	<input type="checkbox"/>
Werner, Tim	Ciorba Group, Inc.	twerner@ciorba.com	✓	<input type="checkbox"/>
Wilkinson, Scott	Beam, Longest & Neff	swilkinson@b-l-n.com	✓	<input type="checkbox"/>
Zhou, D Jenny	Michael Baker International	Jenny.Zhou@mbakerintl.com	✓	<input type="checkbox"/>

1. Susan provided introduction and discussed previous meeting minutes.
2. Secretary nomination: Scott Wilkinson
3. Review of Previous QBS Program
  - Colleen provided an overview of the following items:
    - Online Education – A 1-Hour Course is currently available on ACEC QBS
    - Power Point template for presentations is available online
    - E-Blasts are sent out on a monthly basis
      - Always looking for Ideas!
      - Usually related to current events, Holidays, etc.
    - Discussion of previous Conference Booths
      - AIM – Not very successful
      - IACC – Not very successful
      - Road School – Gave presentation
    - Discussed ACEC Leadership Program
      - 24 people involved
      - QBS provided a 1-hour session at the program
    - Discussion of Brochures
      - Met with other states who have invested a lot of time and effort
      - Michigan has a good website, but maybe a little too much text in their brochure.

QBS Committee Meeting Minutes  
August 14, 2018 2:30 PM  
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Indianapolis, IN 46268

4. New Ideas for QBS – Susan opened the floor for discussion
  - Buttons for Road School was discussed and the general consensus is that it is a good idea
  - Discussion of INDOT and QBS with regard to relationship, training opportunities, utilizing QBS for price based INDOT items such as traffic counts
  - Sanjay mentioned that these topics would need to be brought to the attention of the INDOT Committee
  - Discussion on how to “sell” QBS
    - What to discuss at conferences to make our investment more effective.
    - How to quantify change orders for QBS vs. Non-QBS Contracts in order to show a definitive link between QBS and Saving \$\$\$.
    - Create emotional ties by discussion of projects which have emotional ties to a community and how a QBS Based Procurement process may help.
  - Discussed how to let your client know that you aren’t a commodity
  - Possibility of Contractors discussing QBS and what they see in plans and specifications
  - Discussed the idea of getting QBS into Indiana legislation
  - Discussed the idea that design build is also a QBS Issue
5. QBS Offenders
  - Previous group put together a draft action list of how to identify offenders and other procedural recommendations
  - Look into the election cycles in order to target QBS Offenders when there are new appointees
6. Spread the Word of QBS
  - Buttons at conferences
  - Plaques at conferences
  - Sell the ACEC brand, wear it with pride
  - Possible involvement with MPO's
  - Update the QBS Brochure
  - PowerPoint presentations should be tailored for your audience
7. Measure QBS Committee Success
  - Identify offenders and reach out to them, Jesse and Sherri to spearhead this
  - Track offenders to see if they choose to utilize QBS down the road
8. Goals
  - Create buttons for conferences
  - Maintain Leadership Program
  - Update QBS brochure
  - Identify Offenders
  - Attend Conferences

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## Upcoming ACEC Events

10/16/18	Finance Forum
10/24/18	Diversity Networking Fair
10/28 – 10/31	ACEC National Fall Conference
11/7/2018	Northern Indiana Roundtable
11/15 – 11/16	Engineering Leadership Kickoff Session
12/11/18	Information Technology Forum
1/10/19	Legislative Luncheon
1/25 – 1/28	Principals and Owners Summit
2/5/19	Legal forum
2/18 – 2/22	National Engineers Week
3/12/18	Engineering Excellence Awards