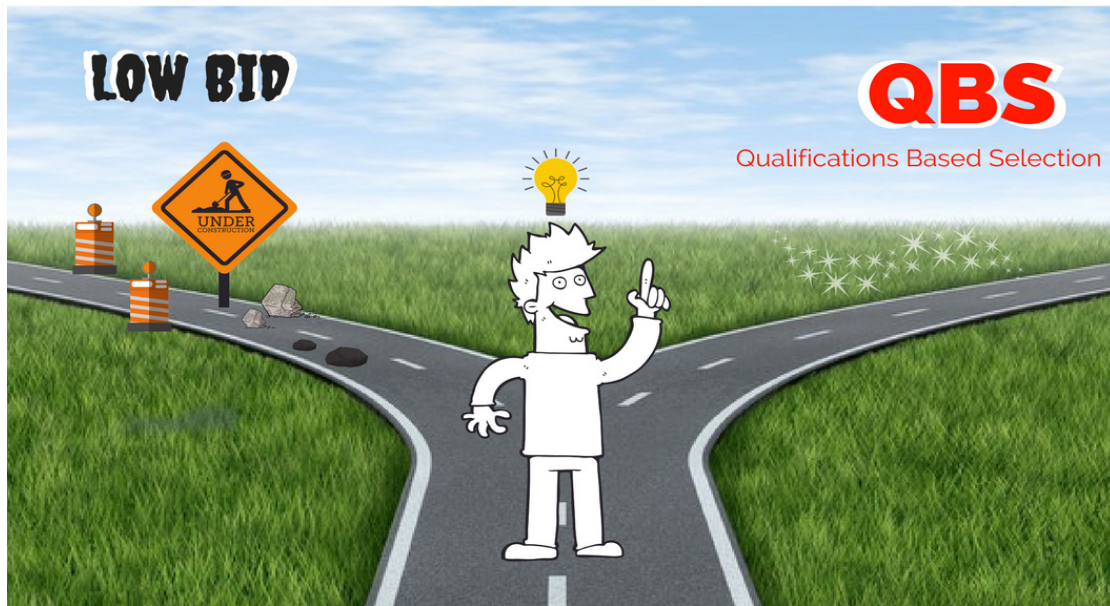




*"The bitterness of poor quality remains, long after the sweetness of low price is forgotten."*



## The High Cost of Buying Cheap

Selecting a professional service provider based on price seems like the fiscally responsible choice, doesn't it? However, using price in the selection process backfires, because low price doesn't ensure good value.

QBS provides a competitive environment where professionals must compete on quality, past performance, schedule, experience, etc., and not just "low bid". Successful design professionals must be qualified and provide a competitive price to the owner.

QBS rewards teamwork, innovation, proactive problem solving and moves away from an adversarial relationship between the buyer and the consultant. Ultimately, the owner and the taxpayers are the winners.



## *What is QBS?*



### **QUALIFICATION-BASED SELECTION (QBS)**

is a proven step-by-step process that facilitates selecting the right professional design firm based on overall merit of their qualifications and design approaches. This creates a fair competition, and encourages creativity, innovation, and deeper thinking about the entire life-cycle of the project.

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- [CLICK HERE](#) for a FREE downloadable forms to help you through the process!

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**“Price has no meaning except in terms of the quality of the product.”**  
***Dr. W. Edwards Deming***