As Valentine’s Day approaches and CONVERSATION HEARTS are shared, we want to share a CONVERSATION about something we are passionate about—Qualifications Based Selection when selecting a professional service provider.

Would you choose your valentine’s heart surgeon based on price? Or would you search for a qualified doctor who had performed this operation many times before?

If making a choice for professional services solely on the lowest bid price, how can you be certain that the bidder has the skills and understanding necessary for your specific needs?

QBS promotes improved project quality by assuring that both the client and the professional service provider clearly understand the scope of work required to meet the needs. Studies show that the use of QBS is more efficient and less costly than selection using price as the primary criteria. T

We encourage you to use QBS when selecting all of your professional services, from doctors to accountants to design professionals. QBS: a CONVERSATION worth having.
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.

- CLICK HERE for a FREE downloadable forms to help you through the process!

“Price has no meaning except in terms of the quality of the product.”

Dr. W. Edwards Deming