



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



## **On Par with the Top Professionals**

**It's golf season and many of us are out on the links golfing. Golfers who are on top of their game may seek the status of PGA Professional, which shares many characteristics that of a professional design firm, which will help you bring your community's infrastructure projects to fruition.**

**Just as an individual seeking to earn their PGA Professional title must complete qualifying level courses and pass the qualifying test, a professional design firm should be selected based upon qualifications and past performances and experiences to demonstrate knowledge and ability to carry out your scope of work.**

**Similar to how golfers respect the qualifications and experience that come with the PGA Professional title, owners should respect the quality, past performance and experience that comes from selecting a professional design firm based upon qualifications.**

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## *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***