



## QBS: A Tradition Worth Continuing

November 2018



Qualifications Based Selection is a competitive contract procurement process whereby consulting firms submit qualifications to a procuring entity (owner) who evaluates and selects the most qualified firm, and then negotiates the project scope of work, schedule, budget, and consultant fee. While QBS has been around for many decades, it was formally established by the United States Congress as a part of the [Brooks Act](#) in 1972.

The Brooks Act requires a competitive process in which engineers submit their qualifications to the owner; the owner assesses the relative expertise of the competing firms; and the most qualified firm is selected for cost negotiation. During negotiation, the scope of the project is further defined. If the negotiation does not result in an agreement on project scope, schedule and budget, the owner then negotiates with the second-ranked firm. *The cost of the engineering services is a major factor in the procurement, just not the only factor.*

**Make the time-trusted QBS process part of your community's procurement tradition.**

[Click here for more information](#)



## What is QBS?

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 video summary](#)



## Indiana Association of County Commissioners Conference

ACEC Indiana will have over 100 members represented at the IACC Conference Nov. 26-29 in Indianapolis. Ask anyone wearing a QBS button why they promote this procurement method!