

*From Vision to Reality
Engineering Canada's Future*



InfraGuide Canada: A QBS Success Story

Directors & Secretaries Meeting
Budapest, Hungary
September 23, 2006



InfraGuide Best Practice

“The recommended consultant selection process is a competitive qualifications-based process (QBS)”

- Developed by the *public sector* for the *public sector*
- Supported by extensive interviews and research
- InfraGuide gives credibility to QBS



Recommended process

- Request for qualifications
- Evaluate and rank consultants
- Request for proposals
- Select highest ranked consultant
- Define scope
- Negotiate fee agreement
- Award assignment



Who is InfraGuide?

- *National Guide to Sustainable Municipal Infrastructure:*
 - Federation of Canadian Municipalities
 - National Research Council
 - Infrastructure Canada
 - Canadian Public Works Association
- National network of public sector infrastructure experts
- Published over 50 Best Practices



ACEC Involvement

- InfraGuide recognized need for a “best practice” for procurement
- ACEC was asked to make financial contribution towards costs
- One ACEC participant; eight public sector participants on working group
- Still an unprecedented opportunity to influence public procurement



ACEC Priorities

“ACEC’s mission is to make its members more successful”

- Quality-based selection
- Outsourcing
- Strategic role of consulting engineers



Issues for firms

- Profitability
- Client expectations of quality
- Liability and risk transfer to firms
- Staff retention and capacity of industry



QBS vital to industry

Fees must reflect value of services

- Provides higher quality service and long-term value
- Encourages innovation and rewards risk
- Allows re-investment to attract and retain qualified staff



For QBS to work...

- QBS is NOT a two-envelope system
- QBS is NOT QCBS
- Members must respect procurement decisions made using QBS
- Firms must deliver the quality and service expected from clients



Canadian situation

- ACEC and provincial associations adopted a nation-wide QBS position
- Industry now united in promoting the benefits of QBS to clients and to the public
- InfraGuide endorsement of QBS is a success, but it is only a beginning



What we learned

- Advocate for QBS - If we don't ask for it, we won't get it
- An industry-wide message and commitment is required
- Others will support us, but it is our responsibility to lead
- Opportunity can come to anyone - Success comes to the prepared

