Qualifications Based Selection
Health, Safety, Welfare and VALUE

2019 KSPE Annual Conference
Preserving the Past, Engineering the Future

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Price Competition for Professional Services Makes No Sense
Lots to Lose in a Price Competition
Qualifications Based Selection
Why Does Anybody Select Based on Price?
It Starts with a Request for Qualifications
A Good Request for Qualifications
Perform QBS Well and It Sells Itself
Make Sure the Client Understands What they Are Getting
The Fee Estimate
Why Are More Clients Not Utilizing QBS?
Trust is In the Explainable
Fees and Rates
Understanding Effort
The Negotiation Process
Relationship Advice
The Bad QBS
Experience and Losers
5 Things You Can Do to Be a Better PE

1. Push, Drag, Shove and Pull Your Clients to QBS – It’s Better for Them, You and Most Importantly the Public
2. Health, Safety and Welfare are far more important than inexpensive. Look for value.
3. Understand the Benefits of QBS to the Professional Part of PE
4. Understand your Clients’ Struggles with QBS
5. Write a Good Scope for Every Project and Develop that Scope with the Client Before a Fee