



February 28, 2017

Senate Business and Transportation Committee
Oregon State Capital
900 Court Street NE
Salem, OR 97301

Via email: Sen.LeeBeyer@oregonlegislature.gov

Regarding: Opposition to SB 382 - Qualifications Based Selection (QBS)

Dear Senator Lee Beyer:

My company is based in Portland, and we have offices in Bend, Eugene, and Coos Bay. We employ 200 people and provide professional consulting services to many other Oregon based companies and state agencies. We pride ourselves on being a trusted partner to our valued clients. We feel that they select us not because we provide the lowest cost, but because we provide technically sound advice and products that they can trust.

We strongly feel that selection of the types of services we provide should be completed not by price, but by our qualifications and expertise that we can demonstrate. We feel that this allows us to provide the highest quality product to our clients, one that is of high value to them. Our experience has confirmed that qualifications based selection (QBS) projects are better for the taxpayer, the project owner, and the design and construction team. QBS leads to a better overall project to optimize life cycle project costs and to minimize disputes and litigation.

Other Key Points

1. SB 382 will drastically reduce the number of projects where QBS will be used to hire the design team. This goes against policy of the American Public Works Association which is the largest and most recognized professional group of public works professions in America.
2. APWA policy states that QBS results in better projects from design through construction
3. Price bidding the design portion of projects often times will ensure the lowest price bid, but never the highest quality, is awarded the project
4. QBS creates a positive partnership between the owner and the designer. This is best for Oregon taxpayers. QBS is proven, not a new untried procurement process. SB 382 decimates a proven best practice for procuring design professionals.
5. We endorse and ongoing educational effort with state and local governments.

Thank you for your consideration of our position on SB 382. It is important for Oregon's limited and valuable public works funding that we select design professionals in the manner that best serves the public interest. Qualifications based selection is proven and should be the procurement process for all publicly funded Oregon projects. Please oppose SB 382.

Sincerely,

Guy M. Neal, PE
President