



February 28, 2017

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

Dear Senator Lee Beyer:

I am writing to urge your opposition to SB 382.

Quincy's Oregon office is located in Salem and employs 10 engineers and support staff.

We have been in business in Oregon since 2004 and perform the vast majority of our work for public clients.

We commonly respond to Requests for Proposal or Requests for Qualifications that use Qualifications Based Selection (QBS) process. We are a smaller size firm by Oregon standards. We rely on our expertise and experience along our strong customer service skills to support clients and win work from our competitors. Lowest price is not the reason to select a design consultant. Every project is one-of-a-kind and requires its own considerations due to unique site characteristics, the underlying problem to be solved, the budget constraints, and the schedule constraints. An owner and design consultant are a team that needs to work together to find the best solutions. When price enters the equation, it is a sign that the owner is not looking for the best suited firm. We shy away from those projects.

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 cost and to minimize disputes and litigation. This is because the owner is able to hire the firm that is most responsive to their agency's needs and the project's needs as determined by them. QBS doesn't ignore price. Price is considered when all requirements are known and a scope of work is developed and agreed upon.

Other key points:

- SB 382 will drastically reduce the number of projects where QBS will be used to hire the design team. This goes against the policy of the American Public Works Association which is the largest and most recognized professional group of public works professions in America.
- APWA policy states that QBS results in better projects from design through construction.
- Price bidding the design portion of projects often times will ensure the lowest price bid, not quality, is awarded the project.

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- 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.
- We endorse an 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,

Karen Tatman, PE

Principal Engineer & Project Manager