

Rick Harrison, Senior Associate, Electrical
11423 107th PL. NE
Kirkland, WA 97033

February 28, 2017

Senator Lee Beyer, Chair
Senate Committee on Business and Transportation
900 Court St. NE
Salem, OR 97301

RE: In Support of SB 382

Dear Chair Beyer and Members of the Committee:

Thank you for the opportunity to voice my opinion in support of SB 382, regarding Qualifications Based Selection. My name is Rick Harrison and I have been working engineering projects in Oregon from 1988 through October of 2016. I have been involved in marketing, competitive quotations for projects, Programming, Schematic Design, Construction Documents, Construction Services and Project Close-out.

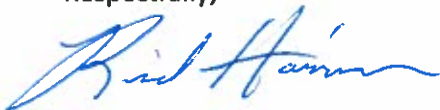
I am one who absolutely believes that award selections based upon price only for engineering services is highly unwise. Yet, in some way cost of engineering should be considered at some level prior to award. Experience and level of expertise should be the most driving factor in any selection with documented proof of past projects and performance close behind. If cost of engineering is not considered at all, it seems negotiation of price after award would be based upon arbitrary criteria, rather than the firm's ability to produce engineering documents efficiently considering cost, scope and schedule.

As an example, having worked with industrial projects for large and small manufacturing companies, engineering is an important contributor to the bottom line of manufacturing. They have means of fulfilling and evaluating cost of engineering. With concerns of stockholders, cost of money and profit in mind, Manufacturers consider engineering carefully. Measuring a bid proposal based upon cost vs. scope gives a great indicator that the bidder understands the scope of work. Bidders are often interviewed and negotiations ensue, but the purchasing professionals have the expertise and the input necessary to make a sensible choice.

Engineering fees must be evaluated competitively at some level. To those who say that it takes too much time and effort to provide a fee proposal, I would have to wonder why. The large engineering firms have support documents and calculation tools to put together proposals efficiently. Smaller firms, may be the most disadvantaged, because fee proposals do take time away from production. Yet, even the smaller firms have tools to produce good fee proposals.

Thank you for your consideration.

Respectfully,



Rick Harrison, Senior Associate, Electrical