



## **Success ... It's in Your Hands**

The responsibility of a successful project is in your hands. The decisions you make will have both an immediate and lasting impact on your community and generations of people introduced to your community. Many of these impacts center around financial obligations and public safety.

Selecting a professional to provide architectural and engineering services is essentially selecting the team to deliver on the promises and commitments made to your community. Often leaders are challenged to make these selections with limitations. The most significant and controversial limitation is price for professional services. Bidding services can have negative impacts on project success and the ability to organize an innovative, effective and committed team. Although professional services are a significant investment, the quality of that investment and the effect on total project costs often has a greater impact than the initial professional service fee itself.

Given the significant amount of trust and confidence placed on today's leaders, a reasonable request to surround yourself with a competent and trustworthy team should not be denied. A strong leader without adequate support and resources many times fails to meet goals and objectives.

It is important to realize the purchase of professional services is more than simply buying lines on paper. Best results are accomplished by adopting a procurement process that matches a consultant to a project based on:

- Qualifications
- Familiarity and experience on related works
- Capacity
- Confidence in firm and assigned staff to deliver the project goals

When these factors are the drivers for choosing a professional consulting engineer for important projects, leaders are able to surround themselves with a partner whose job consists of more than producing a certain number of plan sheets. Having a true partner in your consultant is critical to delivering safe and fiscally responsible projects to your community.

For more information, on selecting a professional consulting engineer, go to [www.acecindiana.org](http://www.acecindiana.org) or call ACEC Indiana at 317-637-3563. For more information on the Qualifications Based Selection process, go to <http://www.qbsindiana.org/>.