

QBS: To interview or not to interview?



QBS may go beyond evaluating written proposals to include interviews and design competitions with the top-ranked firms. These may be conducted to obtain clarification of the proposals, discuss project strategies, and to gain a greater understanding of the respective expertise, competence, qualifications, and capabilities of each firm. Any action that requires the services of the design professional before selection should always provide compensation for the design professional. Negotiations however, should never occur until after interviews are complete and the highest ranked firm is selected.

In Qualifications-Based Selection (QBS), interviewing shortlisted firms plays a crucial role for several reasons.

1. **Assessing Qualifications and Compatibility:** Interviews allow you to delve deeper into the qualifications and expertise of each shortlisted firm. You can evaluate their track record, relevant experience, and how well they align with the project's requirements.
2. **Understanding Problem-Solving Skills:** Interviews provide an opportunity to gauge how well candidates can handle real-world challenges. By asking about past decisions, problem-solving approaches, and stress management, you gain insights into their problem-solving abilities.
3. **Cultural Fit and Communication:** Interviews help assess cultural fit. You can evaluate how well the firm's values align with your organization's culture. Additionally, communication skills and teamwork dynamics become evident during interviews.
4. **Clarifying Construction Costs:** QBS aims to resolve the projected vs. final cost dilemma by clarifying the project's construction costs with the most qualified firm among the applicants. Interviews allow you to discuss construction cost-related matters to better understand the specific criteria of a project and establish a collaborative environment.

In summary, interviews provide a holistic view of the short listed firms, ensuring that the selected one not only meets technical qualifications but also fits well with the project's goals and team dynamics. For more information on QBS, you can contact AIA Ohio at 614-221-0338 or email us at AIAOhio@assnoffices.com.



ArchED is a public service program of AIA Ohio, The Ohio Society of the American Institute of Architects. This program has been developed to inform and educate the public on issues affecting the built environment and the construction industry.