

ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Tennessee

1968 40th ANNIVERSARY 2008

The Voice

THE VOICE OF TENNESSEE'S ENGINEERING COMPANIES

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QBS Works for the Memphis-Shelby County Airport Authority

by Joe Polk, PE
Manager, Construction Administration,
Memphis-Shelby County Airport Authority

My employer, the Memphis-Shelby County Airport Authority (MSCAA), currently uses a one-step selection process based on the Statement of Qualifications (SOQ) information.

For large projects, MSCAA will generally use a two-step process, using SOQ information evaluated by mid-level managers and staff to first establish a short list of two or three designers. The short-listed designers make in-person 20 to 45 minute presentations (depending on project complexity) and answer questions posed by a secondary selection panel. The secondary selection panel is usually comprised of more senior members of MSCAA management.

Our results indicate that Qualifications Based Selection (QBS) is a good system for any public/governmental owner or private corporation. In fact, when correctly applied, it is the best choice for both owner and designer.

Owners Job

First responsibility for making the process work well starts with the owner's clear, detailed, and comprehensive project description. It tells the prospective designers just what the owner is expecting for the design money. If the owner cannot produce such a

defining document, then it is not time to select a designer...a planner, maybe...but not a designer.

Just as important is the owner's rating system. As with the project description, the owner must produce clear, easily understood and equitably applied selection criteria. The criteria should include prime design firm experience and history, sub-consultant experience and history, list of projects including professional references, qualifications of key designers, good faith efforts to meet minority participation goals, and evaluation of the designer's ability to follow instructions both in form and substance. Other criteria are a matter of owner preference.

Designers Response

To be really successful with QBS, designers should remember that simple, clear, and concise is better than detailed and expansive because the owner's selection panel must wade through it all to get an impression of your team's ability. Too much is worse than too little. Avoid information overload.

Do proofread your SOQ for grammar, spelling, and structure. Misspelled words jump off the page, as does incomplete or incoherent wording. Do not rely on spell-check. It won't catch everything. One way to quickly lose credibility is to use a SOQ from another project without thoroughly "wordsmithing" it. If you are submitting to "Memphis-Shelby County Airport Authority," make sure the SOQ doesn't say "Metropolitan Nashville Airport Authority" and vice-versa.

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Joe Polk

Action Needed Now: Infrastructure Funding

by James D. Morinec, PE
President, ACEC of Tennessee

I recently returned from the ACEC National Convention in Washington, D.C. If you haven't had the chance to attend this event, I recommend you put it on your 2009 calendar for April 26-29. The 2008 convention agenda included a number of great educational programs, plus the opportunity to carry an important message to our congressional delegation: they need to get serious about funding the programs that are required to build and repair our nation's infrastructure. These programs directly impact our industry; however, more importantly, the infrastructure impacts the entire national economy.

Our Tennessee state legislators need to heed the same message. Efficient transportation systems move people and materials with minimal impact on the environment. Congested highways result in poor air quality, wasted fuel and lost time. The Senate Transportation Committee tabled discussion of an amendment to the Tennessee Tollway Act of 2007 that would give the Department of Transportation more flexibility in the number of projects it could consider to be funded through tolls. It appears

that election year concerns have our legislators hiding from anything that could be construed as a tax. The projects that will be feasible for tolls will likely be the same projects that carry a significant amount of through-state traffic. As a result, projects that make sense for tolls will be substantially funded by out-of-state residents, many of whom don't buy gas in Tennessee, and, therefore, don't pay any of the taxes used for our highways. Using other people's money seems like a good deal to me.

State Engineers Meet June 12-13

We will mark the close of the ACEC of Tennessee 2007-2008 calendar year at the ACEC of Tennessee/TSPE Joint Annual Meeting, June 12-13. In addition to the golf outing that provides funding to support the scholarship program, the meeting will include two educational tracts to help you meet your required professional development hours, and the annual auction event that provides funding for the political action committee. The meeting activities will also include a tour of the soon-to-be completed Sudekum Planetarium and Space Chase at the Nashville Adventure Science Center. This tour promises to be a great family event. The new wing includes a state-of-the-art, full-dome digital planetarium projector that projects views of the sky onto a 63-foot dome. I look forward to seeing you in June.



James D. Morinec

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QBS cont. from page 1

Do not attempt to use personal relationships within the owner's ranks to influence owner selections. It is ethically unsound, and if discovered, may well get you banned from future work. Personal friendships with individuals in the Owner's organization or even within your competitor's ranks may certainly exist, but they should be disclosed pursuant to owner's policies and applicable laws. These relationships should never be allowed to influence selections.

In my experience, QBS works, and works well, when both the owner and the design professionals understand and follow these very simple, commonsense rules.

Election of Officers

The ACEC of Tennessee Nominating Committee, chaired by James Collins, PE, Kimley-Horn & Associates, has submitted the 2008 - 2009 slate of officers presented below; election ballots were sent to ACEC of Tennessee member firm representatives in April. Ballots must be returned postmarked no later than May 15, 2008.

President Elect

Ed Hargraves, PE, Askew, Hargraves, Harcourt & Associates, Memphis

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Director at Large

David Harrell, PE, Vaughn & Melton, Knoxville

As President Elect, **Lillard Teasley, PE**, Teasley Services Group, Nashville, will automatically become **President**.

Tennessee Implements an eProcurement Solution

by Stephanie Richardson
Project Edison, Project Director

The State of Tennessee has initiated an effort to streamline the State's administrative business functions, such as payroll, benefits and financials, into an integrated, Web-based software solution called Edison. As part of this initiative, the State is also introducing a Web-based procurement solution that will be fully integrated with the rest of the State's system.



Stephanie Richardson

Called Edison eSupplier, this new procurement solution will significantly improve and simplify how vendors – including engineering firms – do business with the State of Tennessee. Edison eSupplier will offer several key benefits to vendors, including:

- **A one-stop-shop.** Instead of working with multiple agencies to obtain information, vendors will have a single point of contact for their State-wide procurement needs, such as POs, commodities and service contracts, grants, etc.
- **Self Service capability.** Suppliers will have the ability to make changes to their contact information and track bids, work orders, invoices and payments.
- **E-mail notification.** Registered vendors will be

set up to receive automatic e-mail notification for business opportunities with the State.

- **Increased efficiency.** This procure-to-pay process will streamline how business is conducted, providing cost savings to vendors with reduced administrative support.
- **Catalogs and punch-outs.** Suppliers will have the opportunity to load items into an online catalog or “punch out” to their own online catalog.



We are still working to develop the system, but project that it will be available late this year. The State will make every effort to reach out

to vendors and bidders to help them make the adjustment to the new system. Additionally, we will conduct outreach summits and provide online training courses to give vendors the opportunity to learn more about the new system and how to use it.

Currently, we have additional information on our Web site about Edison eSupplier, and we will continue to update the site as we get closer to our “Go-Live” date. We invite you to visit http://tennessee.gov/finance/ERP_files/supplier.html and check back often for regular updates about the Project.

We look forward to working with Tennessee's engineering community and showing you how Edison eSupplier will improve how vendors do business with the State of Tennessee!

Memphis Group Meets in April

More than 30 people attended the April 24 meeting of the Memphis Chapter of the ACEC of Tennessee. Ted Fox, Director of the Shelby County Public Works, was the featured guest speaker. His presentation focused on potential changes to the building code as it relates to seismic design requirements. Additionally, he spoke about current

ground water issues that impact the drinking water source in the Memphis and Shelby County area. He also provided a brief overview of Shelby County budget issues and how they may impact future projects.



Pictured to the right: Ted Fox, Director of Shelby County Public Works; Candy Toler, Executive Director of ACEC of Tennessee; Stacey Morris, PE, CPESC, President of the Memphis Chapter of ACEC of Tennessee.

CALENDAR

JUNE

12-13

ACEC of TN/TSPE Joint Annual Meeting
Franklin Marriott
Cool Springs

OCTOBER

19-22

ACEC Fall Conference
Montreal, Canada
Fairmont – The Queen
Elizabeth Hotel

Member News

- Anderson & Associates, Inc. announces that Randy Casey, PE, has been named Regional Manager of its office in Johnson City. He has more than 26 years of experience in civil and environmental engineering.
- Askew Hargraves Harcourt & Assoc., Inc. (A2H) congratulates Mark Askew, PE, who recently received the Herff Honor Award for Distinguished Service in Engineering from the Herff College of Engineering, University of Memphis. A2H announces that Aaron McLendon has been elected an Associate of the firm, where he provides information technology, accounting and human resources services. John Vanderpluym, a registered landscape architect, has joined the firm.
- At Barge Waggoner Sumner & Cannon (BWSC), Doye Cox, PE, an environmental engineer in the firm's Chattanooga office, has been named Vice President. He has been associated with BWSC for seven years.

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Time to Celebrate 40 Years

In 1968, the Consulting Engineers of Tennessee was established, the organization known today as the American Council of Engineering Companies of Tennessee (ACEC of Tennessee). At age 40, it is time to celebrate!

Lamar Dunn, PE, Lamar Dunn & Associates, is chair of the ACEC of Tennessee 40th Anniversary Committee. Among its many plans and projects, the Committee is working to assemble old photographs, news articles and other organization mementos. Your memories are one of the items that they are requesting!

Please share your notes of remembrances of CET / ACEC of Tennessee. Send them by e-mail to cldunn@ldassoc.com or ctoler@tnec.org or jlogue@tnec.org. Thank you.

FROM THE EXECUTIVE DIRECTOR

Be Informed & Connect at June Annual Meeting

by *Candy Toler*
Executive Director, ACEC of Tennessee

The Annual Meeting is just around the corner (June 12 & 13) and we have some



Candy Toler

interesting professional development seminars planned. Several TDOT Environment and Planning staff members will present updates. On the agenda for those who do not design roads will be a session on changes in the State Fire Marshal's Office and an informative session on sustainable design. After lunch on Friday, June 13, State Architect Mike Fitts will discuss the state's new sustainable design guidelines.

2008 is an election year, and that means we need to raise money for the Engineers' Political Action Committee. We need your help . . . what will you offer for the Auction? Or would you rather just write a personal check

to the PAC and be done with it? Either way, **your PAC needs your contribution.** Everett Cowan (PAC Chair) is looking forward to hearing from you!

I was pleased with the number of people who carved out time to participate in ACEC's conference in Washington last month – more than 15 members and spouses! We took the opportunity to meet with Tennessee's Senators and Congressmen to discuss our concerns about the state of our infrastructure and encourage more federal support for our water and wastewater needs. I hope you will consider participating in 2009. It is a great opportunity to connect with our representatives and talk about engineering issues.

ACEC is a volunteer-driven organization of engineering firms and I encourage you take every opportunity to participate in meetings, forums, seminars, and committees. That includes voting on the 2008-09 officers – ballots are due from each company representative by May 15. Participate.