

Innovative Infrastructure Solutions

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International Federation of Consulting Engineers
The Global Voice of Consulting Engineers



Business Practice

What for?
&
How?



An Overview

1. Society Demands
2. The Clients Business
3. The Consultants Business
4. FIDICs Best Practice Tools



Society Demands

Improve Quality of Life

- Appropriate solutions
- Quality
- Integrity
- Sustainability



Requires Best Practice



The Clients Business

Clients must recognize and promote the need to focus on quality.



Selection based on Quality only!



The Consultants Business

Quality: Consulting engineering companies must deliver innovative infrastructure solutions to satisfy society needs.

Capacity: Continuously improving performance by building capacity.



Quality based selected



FIDIC Best Practice Tools

- Quality Based Selection (QBS) Guidelines (2011)
- Guidelines for the Selection of Consultants, (2013)
- QBS Marketing Strategy Document (2014)
- Disaster Management Guide (2014)
- Risk Management - A Short Guide (2013)
- Definition of Services Guidelines (2009)



**The Consultants
chance!**



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CLIENTS

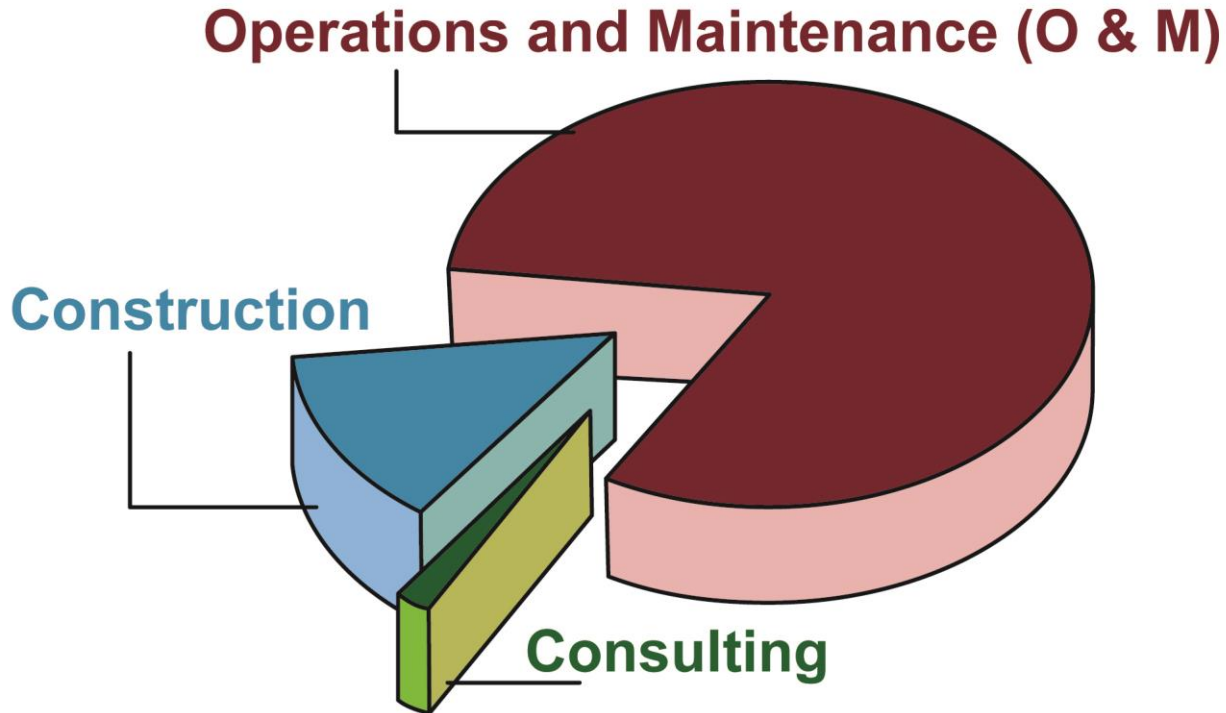
Issue: Clients undervalue Consultancy Services

BPC tools: QBS-Quality Based Consultant Selection (First Edition, 2011), FIDIC Guideline For The Selection of Consultants (Second Edition, 2013), QBS Marketing Guideline (First printing, 2014)

Feature / Attribute: Presentation of accepted methods, pros and cons based on decades of experience, risk mitigation, innovation

Benefit : Help put qualifications and value into perspective for discussion and alignment purposes

LCC PIE-CHART



Lifecycle Costs

COMPETITORS

Issue: Competitors undervalue Consultancy Services

BPC Tools: QBS-Quality Based Consultant Selection , QBS Marketing Guideline

Feature / Attribute: Industry prepared and supported rationale for alignment around sustainable principles

Benefit : Target all levels of worldwide consultancy industry – individual, corporate, national, international

Issue: Public undervalues Consultancy Services

BPC Tools: QBS-Quality Based Consultant Selection, QBS Marketing Guideline

Feature / Attribute: Life Cycle Costs (LCC), sustainability, risk mitigation, innovation

Benefit: Explanation of the benefits to public

SELECTION METHOD

Issue: Difficulty in understanding and digesting QBS

BPC Tools: QBS-Quality Based Consultant Selection, FIDIC Guideline For The Selection of Consultants, QBS Marketing Guideline

Feature/Attribute: Provide knowledge in Consultant Selection methods used worldwide, inform about FIDIC recommendations and explain the reasons

Benefit: BPC tool for recommended selection method; links consultant selection to high quality works, innovation, sustainability, risk mitigation

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Issue – Emergency Services Needed

FIDIC Best Practice Tool – **Disaster Management Guide (2014)**

Feature / Attribute – **The four R's**: Risk Reduction, Readiness, Response, Recovery

Benefit – Explains Applicability, Provides Framework For Advance Preparation And Readiness To Commence Work Immediately

Useful For Authorities As Well As Facility Operators, Infrastructure Owners And Consulting Engineers



Issue – Uncertainty Over Scope Definition

FIDIC Best Practice Tool - **Definition of Services Guidelines DOS (2009)**

Feature / Attribute – Detailed Definition Of Scope Provides Basis For Client And Consultant To Understand Implications While Questioning And Selecting Level Of Involvement

Benefit – **Takes Away Guesswork**, Ties In With Contract Usage, Deals With Essential Aspects

Conclusion

Our industry, clients and consultants, have the honorable commitment to engage themselves to Improve Quality of Life



FIDIC provides excellent Best Practice Tools to work on the society demands.



It is up to all of us to utilize the tools!

