



CLIENT INFORMATION SHEET No 3

UNDERSTANDING THE VALUE OF CONSULTING ENGINEERING SERVICES

A cheap job – we all know what one gets when lowest price is the only factor. A **value job** is one where the **quality of work meets a fair price.**

ACENZ's recently-issued *Guideline on the Briefing & Engagement of Consulting Engineering Services*, and its companion guide on Estimating Fees, set out to get the client and consultant discussing exactly what level of service is required, what quality they will get, and the level of fees that may be involved.

The Guideline on Briefing & Engagement covers how to define what you want, so that you will get what you want; and how to select the consultant on the basis of what they can do for you, rather than selecting the lowest price tendered. The merits of the internationally-favoured Qualification Based Selection procurement method are outlined. The Guideline is an update on an earlier document with a similar name last published in 1997. A new document, Fee Guidelines for Consulting Engineering Services includes some useful graphs, relating to different types of construction project. This document has been compiled from experience of real projects of the sort described by each graph. The graphs apply to the market conditions of the time, and are designed to be updated as market and

political conditions change. They refer to costs in NZ dollars as at, or about, the date printed on the footer of the "fee guideline" document which you download.

The user is advised that an individual project may contain special conditions that make it more or less complex than the standard conditions for a project class. Using a graph that is several years out of date, or for an unusual set of conditions in a project, may be misleading.

The graphs are indicative only, and clients are encouraged to discuss the project and fee guidelines with their consultant so that both parties thoroughly understand the project and the consultant's involvement.

Both these documents can be downloaded free from the ACENZ website. The Guideline on Briefing & Engagement is also available as a printed booklet. However, the Guideline on Estimating Fees will not be available in a print version, so that it can be adjusted as the market or legislation changes. Another document of interest to clients is the NZ Construction Industry Council's Design Documentation Guideline which will help clients understand what documents they should expect depending on the level of service required.