

22nd March 2019

Hon. Mick de Brenni
Minister for Housing and Public Works
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Australian Institute of Architects

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Dear Minister de Brenni,

On behalf of the Australian Institute of Architects Queensland chapter we would like to thank you for your time on Wednesday 19th. As discussed in the meeting we would like to present the latest research completed by the Institute of Architects on Best Practice procurement methods for the procurement of architects and the resulting guidelines.

We would seek endorsement from yourself and the Queensland Government Architect for the guidelines to be adopted by the department and relevant agencies for the future procurement of architectural services.

The selection of an architect is a crucial early step in the delivery of a successful built project. Thoughtful and thorough consideration at the early stage of consultant procurement maximises the possibilities for design quality, cost savings, and a productive working relationship between the client and consultant.

Government agencies and institutions in Australia have adopted various methods of quality-based selection (as opposed to cost-based selection) to commission architectural services, including Expressions of Interest (EOI), Request for Tenders (RFT), Request for Proposals (RFP) and Design Competitions. Each of these methods has merit and provides agencies with options to suit the burgeoning type of projects commissioned in the public sector.

However, over time the variance and complexity of these methods has increased, as has the onus on architectural practices to respond with more detail and take on greater risks associated with changing procurement models. Many government and institutional clients are aware of the difficulties for consultants in the architectural services procurement process and are taking steps to address them. Policy frameworks of all public agencies are constantly undergoing refinement.

The Institute of Architects has identified procurement of architectural services as a key policy priority and has undertaken research to investigate best practice EOI and RFT methods in public sector and educational institutions that commission architectural services.

The research report outlines the current experiences and perceptions of architects and clients of current procurement practices for government and institutional projects. The research included analysis of industry and government policy documents, interviews with government and institutional clients, and an online survey of Institute members.

Clients and architects agree about the changing nature of procurement methods (both for architectural services and buildings more generally) and the shifting of risk away from clients through contractual arrangements. However, there is misalignment in how clients and architects perceive some aspects of the EOI and RFT processes: specifically, evaluation criteria, weightings, and feedback, as well as the amount of detail requested by clients.

The research enabled the Institute to develop a set of guidelines for EOI and RFT for architectural services. The objective of the Guidelines is for potential clients to review their own EOI and RFT methods and documents and align them with best practice to enable an effective and efficient process that maximises the potential for high quality built outcomes and reduces bidding and assessment costs for all.

We trust that you will take the time to consider the guidelines and compare them to the departments current EOI and RFT documentation and processes. We would be more than happy to meet with you to discuss the guidelines in more detail

Yours Sincerely,



Paul Trotter
Queensland Chapter President
Australian Institute of Architects



Mell Greenall
Queensland Executive Director
Australian Institute of Architects