Uganda martyrs university

School of arts and social sciences

Department of Governance and Peace Studies

Procurement and Contract Management (305)

Examination

2015-2016

Date: Friday 1st July 2016

Time: 10:00am – 1:00pm

Instructions to candidates:

Read the following before answering the examination questions

a) Do **NOT** write anything on the question paper

b) Answer **QUESTION ONE**and any **OTHER THREE** questions

c) Begin a new number on a fresh page

d) Credit will be given to use of relevant examples and illustrations

e) Mobile phones are **NOT** allowed in the examination room

QUESTION ONE (COMPULSORY):

DK Consults (U) ltd is a re-known company that has been dealing in provision of digital business for the last 20years. Among DK's clients are both organizations in the public sector and private sector. Some of its suppliers for their digital machines include KK a company based in the United States (US) and TN based in the UK. They have also been responsible for the provision of state- of-the-art technologymachines which DK thought would provide the services to the customers. However, DK has of late started experiencing some problems relate to one of the machines (XT) which has recently been acquired at a cost of $100,000 which was supplied by TN. DK has tried to contact TN to rectify the problem since according to the specifications included that provision. One otherimportant provision included was that the XT-machine would function as expected for unforeseeable future. TN claims the XT-machine that was provided was tested for functionality and found to be in accordance with the specifications provided. This has created friction between the two companies. DK is now trying to seek legal redress basing on specifications document as evidence that TN did not fulfill their obligations as expected of them.

Note: All names or initials used are not real. Alignment of the answers to the case above earns you more points

Required;

a. Describe the concept 'specification' **(4marks)**

b. Explain the most important elements that need to be included in a specifications document as for the case above **(10marks)**

c. What are the principles that should guide specifications writing? **(6marks)**

d. Why would you recommend specifications based on performance rather than brand? **(10marks)**

e. Discuss the merits and demerits of demonstrations and samples on procurement specification **(10marks)**

QUESTION TWO:

'Recently, most organizations have opted to use 3PL's and 4P's in their supply chain operations both in the private and public sectors'. Examine the rationale for the use of 3PL's and 4PL's and show using clear examples a clear distinction between the two **(20marks)**

QUESTION THREE:

a. Examine the role of contract managers in public procurement? **(10marks)**
b. Discuss using relevant examples the challenges of contract management and administration in Local Government **(10marks)**

QUESTION FOUR:

a. Evaluation is as important as any other stage within the procurement cycle in the local government. If not handled with atmost attention service delivery can greatly be compromised. As that can be attested, examine the different stages through which an evaluation undergoes. **(10marks)**
b. Examine the different methodologies that may be adopted by an organization in evaluation of bids. **(10marks)**

QUESTION FIVE:

a. Distinguish using relevant examples privatization and Public Private Partnerships (PPPs)
(8marks)
b. Why do PPPs fail despite their good intended objectives? **(12marks)**

QUESTION SIX:

a. Many a time every supplier would wish to participate in bidding. However, despite the desire that may compelpotential vendors could differ at some point in time but with private entities, their objectives are always related. Why would therefore suppliers interested in bidding for a product? **(6marks)**
b. 'Like plants and animals, procurement in born, lives and dies'. Discuss the validity of the statement in relation to public sector procurement. **(14marks)**

End of Question Paper