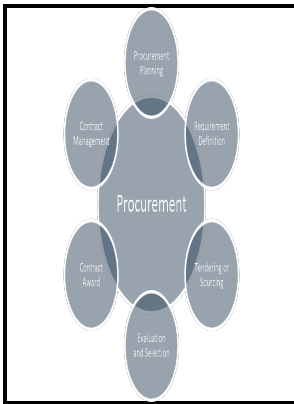


# Effect of competitive tendering on value in construction

## RICS - Tendering in construction. Why and how?



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### Seven Reasons Competitive Tendering Fails (And What You Can Do About It)

If the leading supplier or suppliers do not tender, the purchaser can only consider bids from suppliers who do tender. Deming did indicate where such losses are likely to be incurred. Preparation of this information will also be reflected in higher consultancy costs for the employer's team.

### The Competitive Tendering Process — A Client's View

Competitive tendering involves a purchasing organization advertising its interest to acquire services or supplies and requests tenders to respond and to compete for the opportunity to win the business.

### Tendering in construction. Why and how?

The result is the customer can wait incredibly long periods for product or service that may be required quickly. The Advantages of Competitive Tendering Competitive tendering is often considered to promote competition, provide transparency and give all suppliers the opportunity to win business. Competitive tendering is not conducive to open communication; in fact, it often discourages deep dialogue because in many cases all discussions between a bidder and the purchaser must be made available to all other bidders.

### Competitive tendering for government contracts

It is assumed, therefore, that later parts of this article will only apply once the decision has been taken — and recorded — to proceed with the construction option. The essentials of a contract are as follows: 1 mutual assent; 2 a legal consideration, which in most instances need not be pecuniary; 3 parties who have legal capacity to make a contract; 4 absence of fraud or duress; and 5 a subject matter that is not illegal or against public policy.

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