

To,
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Sub: Topic for Dissertation Project

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. In some countries the tendering/bidding process is mandatorily used in some government organizations for purchases over predetermined dollar values.

The problems with 90% of tendering systems/websites are: -

- 1) People paying a minimum fee for bidding/applying for a tender. As February 2017, according to Times Now, 30 to 40% businesses advert false tenders to collect minimum application fee from many companies and later select their subsidiary company as their supplier & close the tender internally.
- 2) Both the buyer & the supplier spend a lot of time/money in applying/shortlisting the tender which with the help of Artificial Intelligence can be nullified. This will not just save employee cost but also would reduce human efforts & hence save time for other constructive work.
- 3) The latest report from telegraph says that 20-25% of SSI/MSI create fake reports/profiles to become eligible to submit a specific tender which is not safe for the buyers.

Looking forward to hearing from you.

Yours Sincerely,

Parth Shah