

Standardizing the Technical Tender Process in the Construction Industry

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ABSTRACT At the time of writing this paper, 15 construction companies in South Africa were fined a total of R1.46bn for bid rigging. This underlines the need to change the way tenders are adjudicated. This study investigated the possibility of standardising the technical tender process in the South African construction industry. A standardised technical questionnaire submitted with the tender documentation, including the relevant scoring matrix would ensure consistency and transparency in tendering across the industry. The study found overwhelming evidence that a standardised technical tender process is possible. Clients are the key to making this system work because they need to give the consultants sufficient time to prepare tender documents. Clients must agree up front with the consultants on the scoring matrix weightings and consultants should participate in both the financial and technical adjudication. Over time, the standardization of the technical tender process will help bidders understand their shortfalls and take corrective action.