

TENDERING

Tendering is an important phase in the procurement strategy but procurement involves much more than simply obtaining a price.



Tendering is:

- The bidding process, to obtain a price; and
- How a contractor is actually appointed.

In many contracts, most of the efforts are focused only on scope. Generally, complete planning and quality requirements are not part of the tender.

Predominantly, lawsuits involve variations that have their origin mostly in the scope and / or planning represented by changes or delays.

At some point during a project, specific parts will not progress as quickly as planned, with the risk of non-compliance with the contractual date.

- Sometimes the lack of progress will be due to events that are the responsibility of the contractor;
- Sometimes the lack of progress will be due to events that are the responsibility of the contractor.
- Or both.

In deciding the right to an extension of time, it is necessary to establish the cause of the delay and the period of delay. In many cases, it will be very difficult and controversial due to lack of initial information or even due to doubtful records throughout the contract.

Regardless of the method of analysis, it is necessary to be well prepared at the bidding stage with all the requirements defined. If there is no such data and models, there will certainly be lawsuits, and the winner will be the contractor, in case of deviations from the deadline.

Control and management bodies and Supply teams should be aware of these details to avoid problems ahead.