

East Coast Railway

NOTE:

No.ECoR/GA/Secy/Syst.Impvt./213

Date: 19.11.2020.


Sub: Failure of tendering process.

Tenders resulting in no bids indicate that preparatory work to elicit bids was not done. This causes infructuous expenditure, time & cost overruns and delays in reaping the benefits of projects.

Analysis of past cases reveals :

1. Similar work is a verbatim copy of tendered work. It needs to be appreciated that 'same' and 'similar' are different words. A similar work must define the skills set needed to execute the tendered work. Potential bidders may have proven competence of applying the skills set to different applications.
2. We must precisely and accurately specify functional requirements and quality assurance criteria. These criteria must have a specified tolerance range.
3. For a first of its kind work, service or product, the market must be scouted for potential sources/agencies through internet or personal referencing. Techno-commercial budgetary offers may be solicited from such sources to generate a generic specification and cost estimate.

These guidelines must necessarily form part of due diligence for future tenders. Tenders resulting in no bid shall be considered a failure of tendering authority.


(Vidya Bhushan) 12/11/20
General Manager

PHODs, DRMs

23/11/20
C/O/A

C/O/A - Please circulate
Johin
20/11/20