

Latest guideline of CVC on negotiation

CIRCULAR No.01/01/10


Attention is invited to the Commission's circular No. 4/3/07 dated 3.3.07 on the issue of "Tendering Process – Negotiations with L1".

In the said circular it has, among other things, been stated "As post tender negotiations could often be a source of corruption, it is directed that there should be no post tender negotiations with L1, except in certain exceptional situations". It has come to Commission's notice that this has been interpreted to mean that there is a ban on post tender negotiations with L-1 only and there could be post tender negotiations with other than L1 i.e. L2, L3 etc. This is not correct.

It is clarified to all concerned that - there should normally be no post tender negotiations. If at all negotiations are warranted under exceptional circumstances, then it can be with L1 (Lowest tenderer) only if the tender pertains to the award of work/supply orders etc. where the Government or the Government company has to make payment. However, if the tender is for sale of material by the Government or the Govt. company, the post tender negotiations are not to be held except with H1 (i.e. Highest tenderer) if required.

2. All other instructions as contained in the circular of 3.3.2007 remain unchanged.

3. These instructions issue with the approval of the Commission and may please be noted for immediate compliance.


(V. Ramachandran)
Chief Technical Examiner

Cvc Guidelines For Reverse Auction

Xun Zhou



Cvc Guidelines For Reverse Auction:

ADB/OECD Anti-Corruption Initiative for Asia and the Pacific Fighting Bribery in Public Procurement in Asia and the Pacific OECD, Asian Development Bank, 2008-09-02 This conference proceedings compiles the experience that experts from Asian and Pacific countries as well as beyond the region shared during a seminar on Fighting Bribery in Public Procurement in Asia and the Pacific held in Bali in November 2007 Annual Report - Government of India, Ministry of Defence India. Ministry of Defence, 2012 **Annual Report** India. Ministry of Defence, 2012 Making the Elephant Dance Arvind Pande, Sanjay Kumar, 2021-07-12 At a time when businesses stare at unprecedented uncertainty the SAIL turnaround story brings to us lessons of how companies can make miracles happen Making the Elephant Dance talks about how the greatest business challenges can become the harbinger of the biggest corporate transformations and how leadership can be the key influencer when companies face existential threats The economic reforms of 1991 transformed the Indian steel industry overnight from the most controlled to most open This book is a narrative of the steel mammoth SAIL which fought back an existential threat to emerge as a winner when a combination of domestic and global factors plunged the industry into its worst ever crisis The book delineates its in house strategies implementation challenges and the actions undertaken to bring about an unprecedented organizational transformation by those who participated experienced and lived it *Decision Making In Public Sector* I K Achplani, 2020-12-02 The success of any Organization be it a Private or a Public Sector Enterprise PSE depends to a greater degree on the strength of its decision making structure A timely and well considered decision is like the spark that sets the machinery into motion Thus the importance of decision making needs to be appreciated and should not be undermined at any stage However in the case of PSE the problem is compounded as decision making is found wanting practically at all levels The due adherence to the laid down procedures and proper recording of the reason for the deviation if any is also cited as one of the important factors responsible for delay in PSEs This could also be a result of the fear of vigilance or audit inadequate data MIS no proper appraisal analysis etc This book on Decision Making in Public Sector by Shri I K Achplani can prove to be the guide that everyone is on a look out for Shri Achplani has gathered varied experiences during his service career so far and has quite beautifully penned down his thoughts ideas and suggestions in the form of a book Not only will it help the people who hold decision making positions today but this book is a good read even for those aspiring to reach these positions of decision making in future Mr A K Chaudhary Chairman SAIL A Maharatna PSE Annual Report India. Ministry of Steel, 2006 Annual Report of the Central Vigilance Commission for the Period April ... to Mar ... India. Central Vigilance Commission, 2012 **Annual Report** India. Ministry of Power, 2014 **E-Reverse Auction Guidelines for MDB Financed Procurement** , 2005 Reverse Auction Bidding Shreyas Vinayak Bedekar, 2012 The advancement of computer technology is playing an important role in almost all fields in the construction industry in the current era It has become a tool for exchanging legal contract information including bid data In the traditional

closed bidding system the bidders were unaware of their competitors bid quotes and had no opportunity available to make a counter an offer to the bid at a different level However in reverse auction bidding RAB contractors can track their competitors bids and take the given opportunity to re bid the projects at lower rates Unlike traditional auctions where buyers raise their purchasing prices to outbid competitors reverse auctions permit buyers to purchase goods and services from suppliers who are encouraged to sell them at the lowest price The benefit of the reverse auction bidding is either that the vendors are able to re bid or lower their bid multiple times This is an example of transparent economic information Van Vleet initiated the ongoing Reverse Auction Bidding study at Texas A M University Van Vleet had created a Microsoft Access database system and ASP web based user interface for RAB study The methodology developed by van Vleet is still being used today and this study has been extended into analyzing different personality types and the impact on the bidding system In the previous studies conducted by different researchers in TAMU the performance of participants in the RAB process along with their behavior are being observed with respect to their personality Personality of each player is tested using the Keirsey Temperament Sorter KTS test The previous study states that there appears to be a strong correlation between personality type and game performance The first case study conducted by van Vleet involved five participants who had no prior experience in Reverse Auction Bidding The number of participants has varied from three to ten participants This research has been conducted on graduate students of the Construction Science Department of TAMU who have no prior experience in RAB In continuation with the previous studies held in TAMU the results show that there is an observable pattern in the bidding strategy of first time bidders while taking part in Reverse Auction Bidding

Reverse Auction Bidding-Bid Time Intervals Analysis Mengyan Xiao,2015 Reverse Auction Bidding is for the purchase of goods or services that has developed in line with the development of the World Wide Web A number of agencies utilize Reverse Auction Bidding as their procurement tool In an RAB human bidders bid against each other by reduce their bid price It is believed the computer bidder machine can be introduced into reverse auction bidding to compete against human beings However the reaction time of a computer machine is much faster than a human This research is looking to develop the algorithm for the computer machine to follow so that when the computer is bidding against a human being people cannot determine that it is a machine bidding in the game This research is the 26th case study of Reverse Auction Bidding in Texas A M University Construction Science department The research has analyzed the existing data which collected from previous RAB experiments The results show two rules can be setup for computer bidder machines Rule 1 when the computer is bidding during the segment 1 of each section it shall randomly select from 2 seconds to 23 seconds as its time intervals Rule 2 when the computer is bidding during the segment 2 of each section it shall randomly select from 2 seconds to 9 seconds as its time intervals The electronic version of this dissertation is accessible from <http://hdl.handle.net/1969.1/155295>

Reverse Auction Bidding - A Study of Industry Professionals Robert Bradley Piper,2014 This research project into Reverse Auction Bidding is the first of the twenty

studies completed to this time to use professional contractors Previous case studies used students at Texas A M University as the subjects of the research Reverse Auction Bidding is a new form of bidding using the internet as the bidding mechanism A purchaser requests bids through a web site typically a commercial site Invited bidders can respond under a standard set of timed conditions to the bidding documents on the web site This TAMU based research program has a SQL Server based web site which uses house slabs in Houston as a bidding game This study of The Reverse Auction Bidding method used four individuals from a supply company as the subjects of the work The methods remained essentially unchanged from the earlier case studies except that an ASP NET MVC4 website has been developed to improve the response time and to permit data analysis as the game is played Each bidder has capacity to bid on three sites at any time a bidder can purchase additional capacity from the bank to increase the number of allowed simultaneous bids Each game lasts for twenty minutes fifteen minutes of game play followed by a five minute break to simulate the work week Each individual was given a personality test for the review of bidding performance with personality type The conclusions were that the professional bidders were more competitive than subjects in prior studies the bidder who made the most aggressive use of the bank loan performed best as has been consistently shown but the personality results did not match prior findings Further work with professionals is recommended The electronic version of this dissertation is accessible from <http://hdl.handle.net/1969.1/151953>

Wielding the Virtual Gavel, DoD Moves Forward with Reverse Auctions Susan L. Turley, 2002-06 This paper first reviews the background of reverse auctions starting with their history including use by the private sector and by state and local governments The paper also provides a general description of how reverse auctions work and looks at the federal government's experience with reverse auction procurements including an overview of the perspective of the different services Next the paper addresses the baseline question of whether reverse auctions are legal followed by explaining what regulatory guidance exists The paper then reviews some of the difficulties previous reverse auctions have faced the challenges in properly implementing them and some of the concerns among government and industry users The paper evaluates the validity of some of those criticisms as well as assessing possible solutions to the various problems The paper next concludes that reverse auctions are a valuable procurement tool that will continue to grow in popularity With that baseline assumption the paper then analyzes opinions regarding whether reverse auctions require additional regulatory guidance Finally the paper asserts that while the reverse auction experience to date does not indicate a need for extensive regulation a few areas could benefit from more formalized guidelines

Reverse Auction Bidding - Multiple Group Study Xun Zhou, 2012 Reverse Auction Bidding is a recently developed auction method In this form of bidding process the roles of the bidders and the owner are interchanged in terms of the form of the economic transaction The owner's objective is to drive the unit rates down and the bidder's objective is to maintain an acceptable profit level A study into Reverse Auction Bidding commenced at Texas A M University in 2004 and continues to this time with this the eighteenth study in the series

This study is the second multi group study in the research. In this study a multiple group comparison was made between different numbers of bidders with Games One Two and Three having three four and ten bidders respectively. All participants were faculty and students from the Department of Construction Science. The critical requirement for the participants is that they should have no prior experience using the Reverse Auction Bidding system. The eighteen studies have concentrated on new players with future studies planned for repeat participants. A number of the recent case studies have shown personality has an impact on the performance of the bidders. However this work was not controlled for personality as the research objective was to determine the impact of a different number of bidders in a game. The Keirsey Temperament Sorter test was completed by all participants so that the results could be understood in terms of personality impact on the level of return to each participant. The results showed the number of bidders has a significant impact on the individual returns confirming the earlier work on varying the number of bidders. An increase in the number of bidders was shown to lead to a more competitive economic environment which given usual economic circumstances lead to a reduction in the number of firms interested in bidding for the self evident economic reasons. This work points to the need to investigate a bidding group size of five or six which is likely to be the self constrained upper limit in a real economic system. Some interesting observations on the personality types suggest that further work is required in this area.

Whitehead's Winning Bridge Wilbur Cherrier Whitehead, 1929 *Auction Bridge Standards* Wilbur Cherrier Whitehead, 1921 *Owner's Interference in Reverse Auction Bidding to Skew a Free Market* Sushil Vinay Chaudhari, 2010

Reverse auction bidding is an online auction system. A purchaser's primary objective in using a reverse auction is to obtain the lowest possible bid for goods and services on a construction project. With this type of bidding it is normal that the purchaser will only consider price instead of a bidder's work history and experience. As a reverse auction is an online service the common misperception is that a purchaser can reach a broader market to obtain the lowest possible price. It is a controversial bidding system. No previous research has been undertaken by the Texas A M University Reverse Auction Bidding study group into potential owner interference with the bidding system for a reverse auction. Six bidders were asked to participate in the Reverse Auction Bidding process for a series of construction projects in Houston. Each participant was also asked to complete a Keirsey Temperament Sorter Test type I and II to determine each participant's personality. After the tests the six participants competed in an online reverse auction bidding game. The primary objective of this research is to analyze the impact of an owner's interference in a reverse auction bidding scenario. In this test one of the six bidders acted as the owner's surrogate to interfere with an ethical process and reduce the owner's costs. The other five bidders were unaware of the surrogate's role in the bidding. The primary directive given to the surrogate bidder was to drive down the cost of the projects. The results for the research study show that the owner's surrogate can affect the bidding process. Interference results in reduced returns for the bidders when compared to an uncompromised bidding scenario. It is clear that the method used is unethical.

Internet Reverse

Auctions Vincent A. Mabert, Jack A. Skeels, Rand Corporation, Arroyo Center. Military Logistics Program, United States. Army, 2002 In a dynamic global economy effectively managing the procurement process to help cut costs is critical to long term success Many firms have recently adopted Internet based reverse auction tools and techniques for purchasing materials and services from their suppliers In a reverse auction the buyer takes on the role of seller by advertising its intent to purchase a specific quantity of an item or service and providers bid for the business As a result prices descend rather than ascend as they would in a traditional auction Reaction to the concept has been mixed including both spectacular statements of success and concerns about applicability to the total procurement function The authors present actual case studies that illustrate the tasks required to conduct a reverse auction the third party aid available and the potential benefits

Antecedents to Reverse Auction Use ,2006 Electronic reverse auctions e RA are a significant development in the procurement arena Their cost reducing capabilities are considerable and as such reverse auction use is expected to grow To optimize use sourcing managers need to match firm requirements to market characteristics and supplier capabilities through the application of optimal sourcing strategies To date explanations for the phenomenon of why sourcing managers decide to utilize e RAs are incomplete The authors rely upon strategic sourcing concepts coupled with theories of competition goal setting leadership referent dependence theory expectancy theory and the theory of planned behavior to construct a conceptual model of antecedents to e RA use The model suggests significant long term implications to buyers and third party reverse auction service providers

Reverse Auction Bidding - Bid Arrivals Analysis Shu Yuan, 2013 Reverse Auction Bidding RAB is a recently developed procurement method that can be used by the construction industry The technique is different from a traditional auction system since RAB system uses a bidding activity method that is completed anonymously by pre qualified bidders during a fixed auction time The basic premise for the auction is that the current best auction price is available for viewing during the whole auction process by both bidders and owner The apparent incentive is for noncompetitive bidders to lower the price There are however controlling factor beyond the reach of owners such as market demand lending restrictions stakeholder expectations and risk tolerance levels that impact on price levels However owners continue to attempt to drive down prices using this technique A study into the mechanics of RAB was launched at Texas A M University in 2004 This ongoing study of RAB continues to this time with eighteen case studies This nineteenth study looks at the time series bid data from some of the prior work Nine case studies were selected from the previous case studies These nine studies provided untainted data with 6674 RAB bid arrivals by prior investigator actions This study concerns the statistical process of bid arrivals with time The hypothesis to be tested is that the RAB bid arrivals timing can be modeled with a statistical process The analysis reviewed the fit for several types of distribution including Gaussian and Poissonian The best fit was modeled by non homogeneous Poisson process NHPP The first conclusion from the analysis is that RAB bid arrivals follows a Poisson process termed non homogeneous Poisson process NHPP The second conclusion is that the

controlling Poissionian process has a square root factor The NHPP model for RAB provides a tool for future studies of RAB in real time Future work is suggested on the inter time periods for the bidding The electronic version of this dissertation is accessible from <http://hdl.handle.net/1969/1/151385>

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