

CENTRE OF STUDIES FOR QUANTITY SURVEYING
FACULTY OF ARCHITECTURE, PLANNING & SURVEYING
UNIVERSITI TEKNOLOGI MARA
KAMPUS SAMARAHAN

BID EVALUATION STRATEGY AMONG G7 CONSTRUCTION COMPANIES IN SARAWAK

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PREPARED BY: IKA SYAFIQA BINTI ABDULLAH (2018265316)
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DECLARATION

I declare that this Final Project/dissertation is the result of my own research and that all sources are acknowledged in the references.

Student's signature: 

Student's name: Ika Syafiqa Binti Abdullah

Date: 26 June 2020

ABSTRACT

In construction industry, which is risky and have a great chance of losing money or gaining profit in a greater amount, there will always challenges in completing even a project itself. Construction bidding is a very compulsory process in the construction industry as allocation of contract and determination of construction services price is through some form of competitive bidding. The process is very risky and required a lot of time in decision-making as there are another factor need to be considered. Evaluation of bid is done technically, and various method are used for the financial evaluation which comprises differ methods. The objectives of this research are to identify the strategy that is used by the G7 construction companies in bid evaluation, to investigate the challenges in order to strive that strategy and to analyze the factor contributing to the effectiveness of the strategy. In order to obtain the data, quantitative data is used as all the data gathered will be quantify and focusing on certain population. The research is to be carried based on result from questionnaire distributed to G7 contractor's company and from the information gathered by reviewing and abstracting information from literature review of various sources. The questionnaire will be distributed to 40 respondents which is G7 contractor in Sarawak. Statistical Package for the Social Sciences (SPSS) Software will be used for the data analysis of the results from the questionnaire distributed. As for the type of data analysis, frequency, multiple response, crosstab and descriptive analysis. From the findings, researcher find that most of the contractor in G7 construction companies in Sarawak chose reputation for safety, quality and speedy construction as the most effective strategy to win the bid and is supported by the fact that quality management is very vital. The significant in this study is to give more information and improvement of current study to be used in the future. As for future recommendation, a similar study on the different class of contractor could be conducted to determine either the strategy is used by them.

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CHAPTER 1

INTRODUCTION

1.1 OVERVIEW OF THE TITLE

In construction industry, which is risky and have a great chance of losing money or gaining profit in a greater amount, there will always challenges in completing even a project itself. Strategy is an important factor in order to compete with all the potential competitor in this industry. This topic is basically on studying the bid evaluation strategy among G7 construction companies in Sarawak. Bidding is a process whereas contractor compete with another contractor and bid is an amount of money that will be used for the whole construction process if the contractor acquires the project with lowest or second lowest. The rates or amount of money will be proposed to the client for an approval. The decision of bid or not to bid falls under the responsibility of the contractor themselves. The contractor must be aware that the risk that will be faced after the decision has been made. In order to win a bid, various strategy can be used by the contractor to acquire the project and providing building to the client.

1.2 AIM OF THE RESEARCH

Aim of research is to investigate the bid evaluation strategy among G7 construction companies in Sarawak.