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**UNIVERSITY OF MORATUWA**

**PRE-TENDER PLANNING FOR  
THE SRI LANKAN CONSTRUCTION INDUSTRY**

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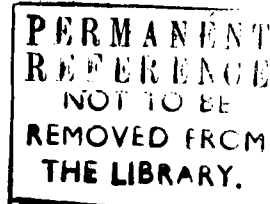
**MR. M.W.J.A. DE SILVA  
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**DEPARTMENT OF CIVIL ENGINEERING  
UNIVERSITY OF MORATUWA  
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**CONSTRUCTION & STRUCTURAL  
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C WIJAYARATNE

## A B S T R A C T

Many clients and consultants in Sri Lanka believe that bad planning ( including pre-tender planning) is one of the main reasons for poor performance by local contractors. Construction contractors too, do not deny that their planning is inadequate.

it is observed that, due to high competition and other factors, "price war" in tendering is common and many contractors do not try to develop specialised skills.

As such, it was decided to study pre-tender planning procedures adopted by local contractors and compare with recommended practice, in order to propose a suitable pre-tender planning procedure for the local industry.

Books and journals were referred to, in order to find out, the circumstances that lead the local industry to this situation and learn good practice in overall planning and pre-tender planning is particular. A questionnaire survey was conducted among contractors. To supplement this seven consultants were interviewed using a separate questionnaire as a guide.

This research lead to conclude that Sri Lankan construction contractors most of the time make decisions based on their intuition and experience. Their information system are not developed, and they do not have a long medium term business plan except for a few grade I and II who make an attempt for it.

Tender periods are comparatively short and tender documents are generally not complete in all respects.

It is recommended that, contractors should be market oriented and plan their business, based on scientific analysis of business environment and develop professional approach for pre-tender planning. Consultants should help contractors by providing more accurate and complete tender documents, and sufficiently long period for tendering.

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## LIST OF ABBREVIATION

|       |   |   |
|-------|---|---|
| BOQ   | - | Bill Of Quantity  |
| BSR   | - | Building Schedule of Rates<br>( - used by Building Department<br>of Government of Sri Lanka ) |
| CE    | - | Chief Engineer  |
| CPM   | - | Critical Path Method  |
| CV    | - | Curriculum Vitae  |
| DGM   | - | Deputy General Manager  |
| FIDIC | - | Federation Internationale Des<br>Ingenieurs - Conseils  |
| GM    | - | General Manager   |
| ICTAD | - | Institute for Construction Training<br>and Development  |
| ILO   | - | International Labour Organization   |
| PERT  | - | Program Evaluation and Review<br>Technique  |
| QS    | - | Quantity Surveyor   |



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