INFLUENCE OF PROCUREMENT METHODS ON ORGANIZATIONAL EFFICIENCY IN NZOIA SUGAR COMPANY LIMITED, KENYA

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ABSTRACT

This study aimed at investigating the impact of procurement methods and attainment of organizational objectives. The study was guided by the following objectives; to identify the impacts of open tendering and request for quotation on organizational efficiency of Nzoia Sugar Company. The study adopted descriptive research design. The target population comprised of 10 Head of departments, 35 Head of Sections, 118 supervisors and 362 clerks. A sample size of 63 respondents was chosen. The study established that open tendering has an impact on organizational efficiency. The study also found out that request for quotation had an impact on organizational efficiency. The study concluded that use of open tendering is the pathway to avoid getting manipulated tenders full of substandard products and services, high prices and unskilled personnel for the work. Study also concluded that application of quotation is used to control risks from between procurement staff and the suppliers. The study recommends that the company must ensure that it sticks to the use of open tendering.

Key Words: procurement methods, open tendering, request for quotation, organizational efficiency

INTRODUCTION

Procurement has seen a ton of development prompting the arrangement of acquisition related bodies. There has been expanded tension for the converging of obtainment methodology and targets with the association's objectives (Kipkemoi, 2017). The inventory network has been straightforwardly connected to the general organization execution and this has along these lines made acquisition rehearses indispensable to organization achievement. Acquisition rehearses decidedly sway an association's monetary exhibition, the accomplishment of another item relies upon obtainment and provider inclusion. Most affiliations use a critical proportion of their compensation in procurement and in this way see the meaning of indispensable securing practices. Chiefs and heads of procurement division extraordinarily sway supplier appraisals and the drafting of specifics to ensure the affiliation gets the best impetus for its money.

Procurement techniques are methodology utilized by getting elements to obtain products, administrations and works. Procurement as the most common way of securing merchandise for an association in accordance with the set strategies or techniques that oversee the selection of providers and items (Khakata, 2016), They further summed up the fundamental stages in the acquisition interaction as follows: acknowledgment of need, determination, settle on or purchase choice, source ID, source choice, contracting, contract the executives, receipt, perhaps investigation, installment and satisfaction of need. Acquirement strategies expect to use sound strategic policies which amplify worth of the association.

The procurement cycle is the name for all of the means an association should require to obtain the items and administrations it needs to carry on with work (Ngugi, & Mugo, 2016). Ordinarily an obtainment interaction will begin from the moment a buy demand is set, and include steps like recognizing providers, arranging value, receipt endorsement, directly
through to getting the products. Note that there's nobody size fits all arrangement for the acquirement interaction stream. The means in an organization's obtainment cycle will rely upon a few elements like Company size Location of business, Company structure, How to deal with financial plan and spending, Human assets (Emmanuel, 2019). To make things considerably more mind boggling, a few organizations for example those in government and schooling are frequently dependent upon tough laws and severe industry-explicit rules which can likewise influence the means associated with the acquirement interaction.

The overall goal of buying is to acquire the 'inputs' needed by an association for its tasks. Various sorts of association will require various kinds of data sources: an assemblng association might require unrefined substances or parts to make into items; a retail association might require completed merchandise to sell on to shoppers; while a help association might require hardware, data and individuals to offer types of assistance to clients (García-Rodríguez, Castilla-Gutiérrez, & Bustos-Flores, 2017). But the principle is the same in each case. Procurement gives commitments to definitive cycles. The units liable for those cycles, for instance, the creation or exercises limit can in this manner be seen as inside 'customers' of the securing work. One of procurement's overall objections is to help internal customers: learning and satisfying their input needs by the five rights; offering them direction and information about the best data sources, sources and expenses open, and so on.

Procurement practices are indispensable capacities in the public area, since obtainment process is by and large a basic piece of open spending in associations. Acquisition rehearses includes the activities taken by the buying association to explore and coordinate its exhibition to build usefulness by diminishing expense and time (Kabega, Kule & Mbera, 2016). Procurement is the act of choosing merchants, vital checking, setting up installment terms, choice, arrangement of agreements and genuine buying of products. Procurement is as a process which involves gaining securing products, administrations and work that is fundamental to an association. Around the world, public acquirement has turned into an issue of concern and banter, and has been exposed to changes, rebuilding, rules and guidelines.

In United States procurement process is the acquisition process purchasing of goods and/or services. This may incorporate checking out stock at ferocious expenses, dealing with all legal frameworks related with obtaining an understanding, arranging costs for the items and focusing on financial examples to ensure that association cash is being spent honorably. Procurement procedures assumes a basic part in the creation and administration conveyance processes as open foundations should source the assets they need to work from outsiders (Chen, Manley, Lewis, Helfer, & Widen, 2018). The effectiveness of the procurement assumes a critical part in the nature of administrations given by government foundations and in the responsiveness of the public authority to the public requirements. The public procurement has become under serious examination because of the measure of the public cash included which is assessed to be between 9-13% of the Gross Domestic Product (GDP). The serious investigation is affected through various rules, guidelines, strategies and orders.

In South Africa since conventional procurement strategies cause ill-disposed connections and numerous issues in all phases of the purchasing system, this is a crucial improvement region that can contribute generously to project achievement. In spite of the fact that procurement techniques should be custom fitted to upgrade the satisfaction of various venture execution destinations, customers will more often than not pick those procurement systems that they have a decent information on and a propensity for utilizing, paying little heed to any contrasts between projects. For another procurement technique to be carried out, customers need to feel certain of how to utilize it and have uplifting perspectives towards its impact on results. Henceforth, the way in to a difference by and by lies in an expanded comprehension of what
distinctive novel procurement methodology really work and mean for project execution. Despite the fact that issues identifying with procurement methods appear to be exceptionally significant for achieving project achievement, prior research on this theme is restricted.

Procurement procedures are viewed as extremely instrumental in the improvement of the Kenyan economy. Its significance has been on the expansion since the year 2004 and 2014, where it represented 9% and 11% of the GDP, individually (Kamotho, 2019). Prior to that, there was widespread concern that this area had been neglected for too long, and as a result, the government was not getting good value for money from its state corporations. As a result, there was a need to revamp public procurement in Kenya by instituting a number of changes pointed toward further developing procurement productivity. The foundation of the legitimate system inside which authoritative procurement could be done was the starting point for major reforms in Kenya’s procurement system (Miheso, 2013).

**Statement of the Problem**

The purchasing department of a company is under constant pressure to save money by delivering services in a more efficient and coordinated manner. In the procurement process, organizations are becoming more professional and efficient. Hassanzadeh and Jafarian, (2010), Procurement procedures are key, determined to build usefulness, distinguishing better causes of supply, and bringing down natural substance costs and expenses. Procurement practices improve information and material flows and are considered as strategic functions that seek to increase profitability, 4 discover better causes of supply, and lower unrefined substance costs and expenses. Environmental contamination has prompted procurement to reorganize its responsibilities in order to conserve the fewest resources possible. The goal of green procurement is to reduce or eliminate hazardous emissions and excesses across the supply chain, Hervani, Helms, and Sarkis, (2005). Nzoia Sugar Company As companies strive for a competitive advantage, businesses should adopt procurement strategies such as computerized procurement and the hiring of professionals. When Information Technology is used in procurement, the organization’s performance improves. Employee reluctance to change, disappointment by senior administration to assign the important assets, and an absence of funds are all factors that could stymie this adoption. Because of technological advancements, the corporate environment is rapidly changing, and procurement managers must keep up with the pace and guarantee that all procurement is ecologically responsible.

Both public and private sector organization in their purchasing processes use procurement methods to obtain the desired materials. The use of the procurement methods contributes to the collaboration of the suppliers and the organization hence good performance to the organization. Organizations even though they use procurement methods in their acquisition they don’t practice them accordingly. Thus the present study therefore sought to investigate the impact of procurement methods and organizational efficiency

**Objectives of the study**

i. To identify the impacts of open tendering on organization efficiency of Nzoia Sugar Company.

ii. To identify impacts of request for quotation on organization efficiency of Nzoia Sugar Company.

**Justification of the Study**

Every organization in its purchasing practices use procurement methods. Therefore this study entails the procurement methods in an organization. It however assisted the procurement
methods that are effective and appropriate to use in the organization in the obtaining of the materials. Moreover the use of these methods contributed to an organization to gain good reputation from many people within and outside the environment where the organization is situated. Investigations done by the researcher reveals that the use of procurement methods enhances a good relationship between the procurement staff and the supplies enhance promoting the use of the procurement methods. The story is hoped to help scholars of purchasing and supplies management acquire knowledge on the use of procurement methods. The researcher felt that the study on the procurement methods and attainment of organizational efficiency was of great importance to him.

LITERATURE REVIEW

Theoretical review

Agency theory

Agency theory was developed by Stephen Ross and Barry Mitnick (1973). It explains is a notion that is used to explain and resolve challenges in business principal-agent relationships. The most widely recognized model is the communication between investors, who go about as chiefs, and corporate leaders, who go about as specialists.

The theory is relevant to the study because it tries to explain how to resolve issues in the connection between business heads and their representatives and this is through procurements by applying for the tenders and supplying of the goods to the organization for organizational efficiency.

The theory assumes that to carry out responsibilities on behalf of the company's management. Personal circumstance inspires both the head and the specialist, as per office hypothesis. In view of this personal responsibility premise, office hypothesis is ill-fated to inherent contenions.

The basis of agency theory are not only expensive, but also ineffective, because procedures safeguarding shareholders’ interests can obstruct strategic decisions, limit collective activity, and distort.

Resource dependency theory

The theory was developed by Jeffrey Pfeffer and Gerald Salancik (1970). Resource dependency theory is established on the possibility that to get assets, an association, like a partnership, should take part in exchanges with others and associations in its current circumstance. Because of the inconsistent trades, aberrations in power, authority, and admittance to extra assets arise.

The theory assumes that Uncertainty obstructs an organization's resource control, necessitating the implementation of dependency-reduction techniques. The necessity for connections to other organizations grows as uncertainties and dependency grows.

The theory is criticised that Which all point to and highlight the importance of this theory in describing how firms work together to reduce dependencies and promote organizational autonomy and legitimacy by developing interlocks, alliances, joint ventures, and mergers and acquisitions. While resource dependence theory is one of several organizational behavior theories, it is not a theory that explains an organization's performance in and of itself. However, resource dependence theory predictions are comparable to those of transaction cost economics in many ways, and it also has some similarities to institutional theory.
Conceptual framework

Independent variable

<table>
<thead>
<tr>
<th>Open tendering</th>
<th>Organization efficiency</th>
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<tr>
<td>- evaluation criteria</td>
<td>- Leadership</td>
</tr>
<tr>
<td>- qualifications criteria</td>
<td>- Communication</td>
</tr>
<tr>
<td>- open to all bidders</td>
<td>- Accountability</td>
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<table>
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<th>Request for quotation</th>
<th>- Delivery</th>
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<tr>
<td>- Payment terms</td>
<td>- Performance</td>
</tr>
<tr>
<td>- Product quantity</td>
<td>- Measurement</td>
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<td>- Selection criteria</td>
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</tr>
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</table>

Figure 1: Conceptual Framework

Empirical review

Impacts of open tendering on organization efficiency

Murithi, (2017) assessed emerging issues factors affecting implementation of open tendering process in public institutions. This review is pointed toward evaluating the different elements influencing execution of open offering process with point of working on its utilization and execution. The examination zeroed in on how different public organizations picked other procurement processes over open offering process. The exploration was pointed toward contrasting the autonomous factors against the free element which is the execution of the open delicate interaction. The Data Collection Instrument was a survey that was self-oversee with the assistance of examination collaborators. The gathered information was investigated utilizing unmistakable insights and inferential measurements specifically Pearson Product Moment Correlation and T-test and introduced by utilization of tables. The review discoveries demonstrated that there was need for solid procurement strategies and satisfactory preparing of staff is needed for great practices in procurement and making effectiveness in the offering system in the area.

Mwende, (2018) examined effects of tendering on the performance of an organisation. Offering process has been a difficult issue of late and in case not all around oversaw it will be expensive to the association. Offering is the capacity that Cost an association a lot of cash and this must be performed accurately to augment adequacy and limit costs. Procurement assumes an extremely crucial part in monetary development and advancement of any nation in the event that very much oversaw. The review was restricted to an emergency clinic which is an assistance industry since the review is wide expecting that the respondents were ready to Co-work, be straightforward, openly partake, gave exact reactions to the things in the information assortment Instruments and the example size picked is sufficient to reach a legitimate determination. The review took on spellbinding study research configuration utilizing both subjective and quantitative examination standards. The Data Collection Instrument was a questionnaire that was self-administered. The collected data was analyzed using descriptive statistics and inferential statistics and presented by use of tables. The study findings indicated that there organizations policy were not strictly adhered to during the tendering process, specifications of bids being drawn by the management instead of the user department thus leading to bidding of wrong specifications, the tendering committee taking too long than required to submit their evaluation report and thus leading to the tendering
process taking more than required and the suppliers making deliveries after the agreed upon
time has led to ineffectiveness of the tendering process creating inefficiencies and high costs
in the tendering process at the hospital.

Laryea, (2017) assessed the impact of tendering procedure on price formation in construction
contracts: case study of the competitive negotiation procedure. There are various sorts of
offering techniques used to get delicate proposals from project workers. This paper will
content and exhibit that the sort of offering strategy utilized by a customer is one of the huge
determinants of the valuing levels of project workers especially the danger part. A serious
arrangement offering strategy was shadowed in South Africa for quite a long time utilizing
member perception. Six workers for hire submitted tenders dependent on bill of amounts in
the first round of the delicate cycle and three were chosen to submit last delicate proposals in
the second round dependent on activity plan. The normal of delicate costs in the first round
was R58,646,712 contrasted with R57,151,509 in the second round which means 2.5%
decrease in the general estimating levels of workers for hire. Notwithstanding minor
increments in the delicate addenda and the decent value nature of the last tenders, the
victorious worker for hire's last delicate was 0.25% lower than their cost in the first round,
albeit the normal of the last three delicate costs was 0.69% higher than their first round
delicate costs. The money related worth of the delicate addenda couldn't be evaluated for the
most part on account of access. This would have empowered a more straightforward
examination of estimating levels in the first and second adjusts. Unmistakably, various
factors impact valuing levels and not every one of them have been controlled for in this
review. Notwithstanding, two starter ends are introduced. The first is that the kind of offering
system is a huge determinant of evaluating levels. The fundamental variable directing the
impact of the offering method on evaluating levels is by all accounts the degree to which the
offering methodology empowers givers to explain their vulnerability about the proposed
work. Offering systems that empower more noteworthy collaboration among project workers
and the customer's expert group will for the most part lead to more precise danger valuing.
The subsequent perception relates explicitly to effect of the cutthroat exchange offering
technique on value arrangement. The stages and exercises of this offering method advanced
clearness for the project workers and consequently discounted their danger of estimating. The
victorious worker for hire's delicate cost was 0.25% not exactly the first round delicate
proposal notwithstanding minor increases to the first undertaking data and its decent cost
nature. Their expense level of 6.65% stayed unaltered. Thus, the decrease in evaluating levels
ought to be connected with the quote. Accepting assets is a decent expense, hazard
possibilities would be the variable expense component that descended.

Impacts of request for quotation on organization efficiency

Leung, Luk, Choy, Lam, and Lee, (2019) assessed the flexible pricing decision support
system for managing the request for quotation process under e-commerce business
environment. There are different kinds of offering procedures used to get fragile proposition
from project laborers. This paper will fight and display that the kind of offering methodology
used by a client is one of the colossal determinants of the esteeming levels of venture laborers
particularly the peril part. A genuine game plan offering system was shadowed in South
Africa for a serious long time using part insight. Six specialists for recruit submitted tenders
subject to bill of sums in the first round of the fragile cycle and three were picked to offer last
sensitive proposition in the second round reliant upon activity plan. Regardless minor
augmentations in the fragile addenda and the good worth nature of the last tenders, the
victorious specialist for recruit's last sensitive was 0.25% lower than their expense in the first
round, though the typical of the last three fragile expenses was 0.69% higher than their first
round sensitive expenses. The cash related worth of the sensitive addenda couldn't be assessed generally by virtue of access. This would have enabled a more clear assessment of assessing levels in the first and second changes. Undeniably, different variables sway esteeming levels and few out of every odd one of them have been controlled for in this survey. In any case, two starter closes are presented. The first is that the sort of offering framework is an immense determinant of assessing levels. The principal variable coordinating the effect of the contribution strategy on assessing levels is apparently how much the contribution approach engages providers to clarify their weakness about the proposed work. Offering frameworks that engage more imperative joint effort among project laborers and the client's master gathering will generally prompt more exact risk esteeming. The ensuing insight relates unequivocally to impact of the ferocious trade offering method on esteem plan. The stages and activities of this contribution strategy progressed clearness for the venture laborers and therefore limited their risk of assessing. The victorious specialist for recruit's fragile expense was 0.25% not actually the first round sensitive proposition in any case minor increments to the primary endeavor information and its fair expense nature. Their cost level of 6.65% remained unaltered. Along these lines, the reduction in assessing levels should be associated with the statement. Tolerating resources is a fair cost, peril prospects would be the variable cost part that slipped.

Chu, Rong, and Zheng, (2020) checked on the strategic benefit of request for proposal/quotation. We concentrate on how the procurement cycle might assist a purchaser with diminishing buying costs under a double obtaining setting. In the first place, we investigate the harmony results when the purchaser at the same time or consecutively reciprocally haggles with the providers. We set up coordination results and describe the purchaser's most extreme balance benefit under such reciprocal bartering settings. Besides, we show that the purchaser can profit from a solicitation for proposition/citation (RFx) stage that goes before the exchange stage when the providers are flawed substitutes. In particular, by endogenizing the grouping of dealings by means of the offers offered in the RFx stage, the purchaser's harmony benefit with a RFx is (feebly) higher than their most extreme balance benefit without a RFx. Moreover, under a total data setting, the purchaser acknowledges the two offers created in the RFx stage and extra exchange needs not to be done in balance. Our bits of knowledge reach out to an arbitrary interest setting, in which the purchaser initially arranges contracts with the providers and afterward chooses request amounts after request acknowledgment.

Kwio-Tamale, Kibwami, and Mwesige, (2021) assessed impact of Procurement Methods and Procurement Requirements on Cost Over-run of Public Building Projects in Uganda. Cost over-run in building projects is endemic and routinely grows advancement cost to as high as 52% of arrangement sums in Uganda. The result of this is underachievement of theory targets in view of additional costs to complete activities. This examination explored how procurement necessities and procurement techniques consolidate to decide cost over-run of building projects. Procurement necessities of bid time, execution bond, protection, responsibility and experience of project workers were explored inside settings of procurement techniques for open homegrown offering, limited homegrown offering, open worldwide offering, confined global offering and demands for citations. Purposive and snowball examining were utilized in recognizing development experts, advisors and workers for hire of building projects with cost over-runs. Association and independence of obtainment necessities on 37 cost over-run datasets were analyzed by Spearman's bivariate relationship co-powerful at 5% level of significance and variable inflationary component of under 5 independently. Bid time and execution bond were found to diminish cost over-run of building projects most followed by liability and experience. Assurance extended cost over-run
potentially. The first responsibility of this assessment is a model that explains 63% of cost more than run with 9% leeway. The varieties of the model for each acquirement method are presented.

Gbogr, (2017) analyzed the effect of works procurement strategies in the Ghana Armed Forces public procurement keeps on advancing in the midst of endeavors by states to manage, control and boost their use. In Ghana public procurement is overseen by the Public Procurement Act, 2003, Act 663. The Auditor General's Annual Reports for 2011 and 2012 uncovered there were sneaks through the procurement activities of the Ghana Armed Forces (GAF). These slips were in the getting of items, works and benefits and included disobedience with rules and rules and carelessness of the norms of procurement The place of the survey was to break down the impact of works procurement methodologies GAF in the past 10years. The fact of the matter is maintained by two focuses, along these lines; to perceive the most routinely used systems for procurement for works contracts in the GAF and to recognize the impact on time of the periodically used strategies for works procurement. The survey is entrancing in nature and used purposive assessing to draw its model size from the Directorate of Engineer Services and Directorate of Procurement in the GAF. The data was inspected, coded and inputted into Microsoft Excel and Statistical Package for Social Science (SPSS) for explores and understanding. The investigation discovered that isolated from the Two-Stage offering, the other four (4) methods for procurement were used for works procurement in the GAF and the open vicious system was the practically sometimes used. Similarly it observed that GAF having been using an in-house procurement method for minor works contracts.

RESEARCH METHODOLOGY

The study employed and used descriptive research design. The target population for this study was the staff of Nzoia Sugar. Total target population is 525. To calculate the sample size for the study, I assumed that a representative sample is one that represents at least 10% to 20% of the target population. This study's data was gathered through the use of questionnaires and was derived from primary sources. A pilot study was carried out in order to identify potential problem areas and flaws in the research tools. Data was coded by use of SPSS V.25. Results were then analyzed according to demographic information of the respondents and specific study variable. Results presentations were in form of tables, figures and graphs.

DATA ANALYSIS AND PRESENTATION

The study was able to obtain information from 50 respondents out of a sample size of 63 respondents giving us a response rate of 79%. According to Flick (2018), a response rate of 50% or more in a survey is considered excellent.

Descriptive Findings

Impacts of open tendering on organization efficiency

The first objective was on Impacts of open tendering on organization efficiency. The respondents were asked questions and Table below shows the results.
Table 1: Impacts of open tendering on organization efficiency

<table>
<thead>
<tr>
<th>Statement</th>
<th>SA</th>
<th>A</th>
<th>U</th>
<th>D</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>There is evaluation criteria for all tenders</td>
<td>12%(6)</td>
<td>64%(32)</td>
<td>10%(5)</td>
<td>12%(6)</td>
<td>2%(1)</td>
</tr>
<tr>
<td>One of the requirements for awarding a tender is that it is open to all bidders.</td>
<td>8%(4)</td>
<td>44%(22)</td>
<td>8%(4)</td>
<td>24%(12)</td>
<td>16%(8)</td>
</tr>
<tr>
<td>Clear qualifications criteria is stated whenever there is a requirement for service provision externally</td>
<td>16%(8)</td>
<td>50%(25)</td>
<td>6%(3)</td>
<td>20%(10)</td>
<td>8%(4)</td>
</tr>
</tbody>
</table>

Table 1 indicates that 12%(6) of the respondents strongly agreed with the statement that There is evaluation criteria for all tenders. Furthermore, majority of the respondents 64%(32) agreed with the same while 10%(5) were undecided about the statement. That notwithstanding, 12%(6) and 2%(1) of the respondents disagreed and strongly disagreed with the statement respectively. This therefore indicates that majority of the respondents strongly agreed that There is evaluation criteria for all tenders.

Also, 8%(4) and 44%(22) of the respondents strongly agreed and agreed with the statement that one of the requirements for awarding a tender is that it is open to all bidders. Those that were undecided were 8%(4) of the respondents while 24%(12) and 16%(8) of the respondents disagreed and strongly disagreed with the statement. Simple majority of the respondents agreed that one of the requirements for awarding a tender is that it is open to all bidders.

Finally, 16%(8) of the respondents strongly agreed and 50%(25) agreed that clear qualifications criteria is stated whenever there is a requirement for service provision externally. Moreover, 6%(3) of the respondents were undecided although 20%(10) and 8%(4) of the respondents disagreed and strongly disagreed with the statement. Overall, majority of the respondents agreed that clear qualifications criteria is stated whenever there is a requirement for service provision externally.

Impacts of request for quotation on organization efficiency

Table 2: Impacts of request for quotation on organization efficiency

<table>
<thead>
<tr>
<th>Statements</th>
<th>SA</th>
<th>A</th>
<th>U</th>
<th>D</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product quantity is a specification of every quotation related to delivery of goods or services</td>
<td>16%(8)</td>
<td>50%(25)</td>
<td>4%(2)</td>
<td>24%(12)</td>
<td>50</td>
</tr>
<tr>
<td>The supplier must include payment terms in their quotations</td>
<td>34%(17)</td>
<td>26%(13)</td>
<td>2%(1)</td>
<td>34%(17)</td>
<td>50</td>
</tr>
<tr>
<td>The supplier is often informed about the success or fail of their bid in order to enhance transparency</td>
<td>0%(0)</td>
<td>36%(18)</td>
<td>0%(0)</td>
<td>50%(25)</td>
<td>50</td>
</tr>
</tbody>
</table>

Table 2 above indicates that 16%(8) of the respondents strongly agreed that product quantity is a specification of every quotation related to delivery of goods or services with majority 50%(25) agreeing with the same statement. Consequently, 4%(2) of the respondents were undecided, 24%(12) disagreed and 6%(3) strongly disagreed with the statement. Conclusively, majority of the respondents agreed that product quantity is a specification of every quotation related to delivery of goods or services.
Additionally, 34%(17) and 26%(13) of the respondents strongly agreed and agreed with the statement that the supplier must include payment terms in their quotations. However, 2%(1) of the respondents were undecided while 34%(17) and 4%(2) of the respondents disagreed and strongly disagreed with the statement. Overwhelmingly, majority of the respondents agreed that the supplier must include payment terms in their quotations.

Moreover, 36%(18) of the respondents agreed that the supplier is often informed about the success or fail of their bid in order to enhance transparency. Deleteriously, majority of the respondents 50%(25) disagreed and strongly disagreed 14%(7) that the supplier is often informed about the success or fail of their bid in order to enhance transparency. Majority of the respondents thus disagreed that the supplier is often informed about the success or fail of their bid in order to enhance transparency.

CONCLUSIONS AND RECOMMENDATIONS

Conclusions

The study concludes by establishing the company employs various procurement management techniques in order to ensure organisational efficiency. The use of open tendering is the pathway to avoid getting manipulated tenders full of substandard products and services, high prices and unskilled personnel for the work. Also the application of quotation is used to control risks from between procurement staff and the suppliers.

Recommendations

Impacts of open tendering on organisation efficiency

The study recommends that the company must ensure that it sticks to the use of open tendering. This ensures anyone is able to present a delicate to supply the labor and products required and offers an equivalent chance to any association to present a delicate. Open offering gives the best contest among providers and enjoys the benefit of setting out open doors for new or arising providers to attempt to get work.

Impacts of request for quotation on organization efficiency

The study recommends the organization to align use of quotation to Local purchase Order. This ties the contents in the quote to the invoice when finally making the payments. A Request for Quotation allows various project workers to give a citation, among which the best will be chosen. It likewise makes the potential for cutthroat offering significantly higher, since the providers could be very sure that they are not by any means the only ones offering for the items.

REFERENCE


