



Cell. 082 496 1657 **E-mail.** gerrit@taranisco.co.za | Website: www.taranis.co.za

Why Organs of State Should Implement a Pre-Bidding Stage to Improve Procurement

One of the biggest challenges in public procurement is the high number of non-responsive bids, which delays projects and increases administrative burdens.

Many bidders fail to submit compliant bids due to minor errors, misinterpretations, or missing information.

To address this, organs of state should implement a **pre-bidding stage**, where accredited intermediaries, such as business advisors, review bid documents before submission. This would help bidders correct mistakes and improve compliance, ensuring fewer bid rejections and a more efficient procurement process.

South Africa's procurement system does not account for language barriers, making bid documents difficult to understand even for native English speakers. Complex legal and technical jargon often leads to misinterpretations by both bidders and officials, resulting in unnecessary disqualifications.

Many bidders also assume that if they have completed all sections of a bid, it is automatically compliant, but a bid can still be declared non-responsive due to incorrect data. Additionally, bidders tend to rely solely on checklists provided in bid documents instead of creating their own, leading to a "tick-the-box" approach that does not guarantee compliance.

By introducing a pre-bidding stage, organs of state can help bidders align with the requirements set out in the **Preferential Procurement Policy Framework Act (PPPFA), Act 5 of 2000**, which defines an "acceptable tender" as one that fully complies with all specifications and conditions.

This would not only reduce delays caused by non-responsive bids but also ensure better value for money by allowing projects to proceed without unnecessary setbacks.

Furthermore, it would support **Section 217 of the Constitution**, which mandates that procurement systems be fair, equitable, transparent, competitive, and cost-effective.

Some may argue that a pre-bidding stage would add costs to the procurement process, but the minimal investment required would be far outweighed by the benefits of reducing bid disqualifications, avoiding re-advertising costs, and ensuring that projects start and finish on time.

As **Gerrit Davids, lead advisor at TaranisCo Advisory**, explains, "*Organs of state should seriously consider implementing a pre-bidding stage to improve bid compliance and eliminate unnecessary delays. A smoother procurement process translates into better service delivery and cost savings in the long run.*"

By taking this proactive approach, organs of state can improve procurement efficiency, enhance compliance, and ultimately deliver better outcomes for all stakeholders.

The real question is: **Can we afford not to implement it? What's your view:**

For assistance on any tender issue or if your team requires training on how to submit winning bids, contact Gerrit Davids, Lead Advisor at TaranisCo Advisory:

 +27 82 496 1657 |  gerrit@taranisco.co.za