

Enabling the honest bidder

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Big approaches

- Mitigate against gaming
- And/or
- Detect / favour honesty



For now – against bad stuff:

What can we do to help?

- Prevent lowballing (by someone else);
- Disable any “gaming the system” by a bidder;
- Disable any unfair advantage embedded in the RFP for a (potentially) favoured provider;
- Bait and switch
- (contract administration) Pressure the supplier for successful performance.
- Call PSPC ! – or threaten to call
- Challenge what is highly questionable in the RFP (e.g. ...)



For now – more « for good stuff » :

What can we do to help?

- Enable discussion before bidding;
- Enable meeting the criteria for a novice bidder;
- Pressure the supplier for successful performance
- Subjective criteria
 - CITT – OK if evaluation can be defenced



Somewhat ... for now:

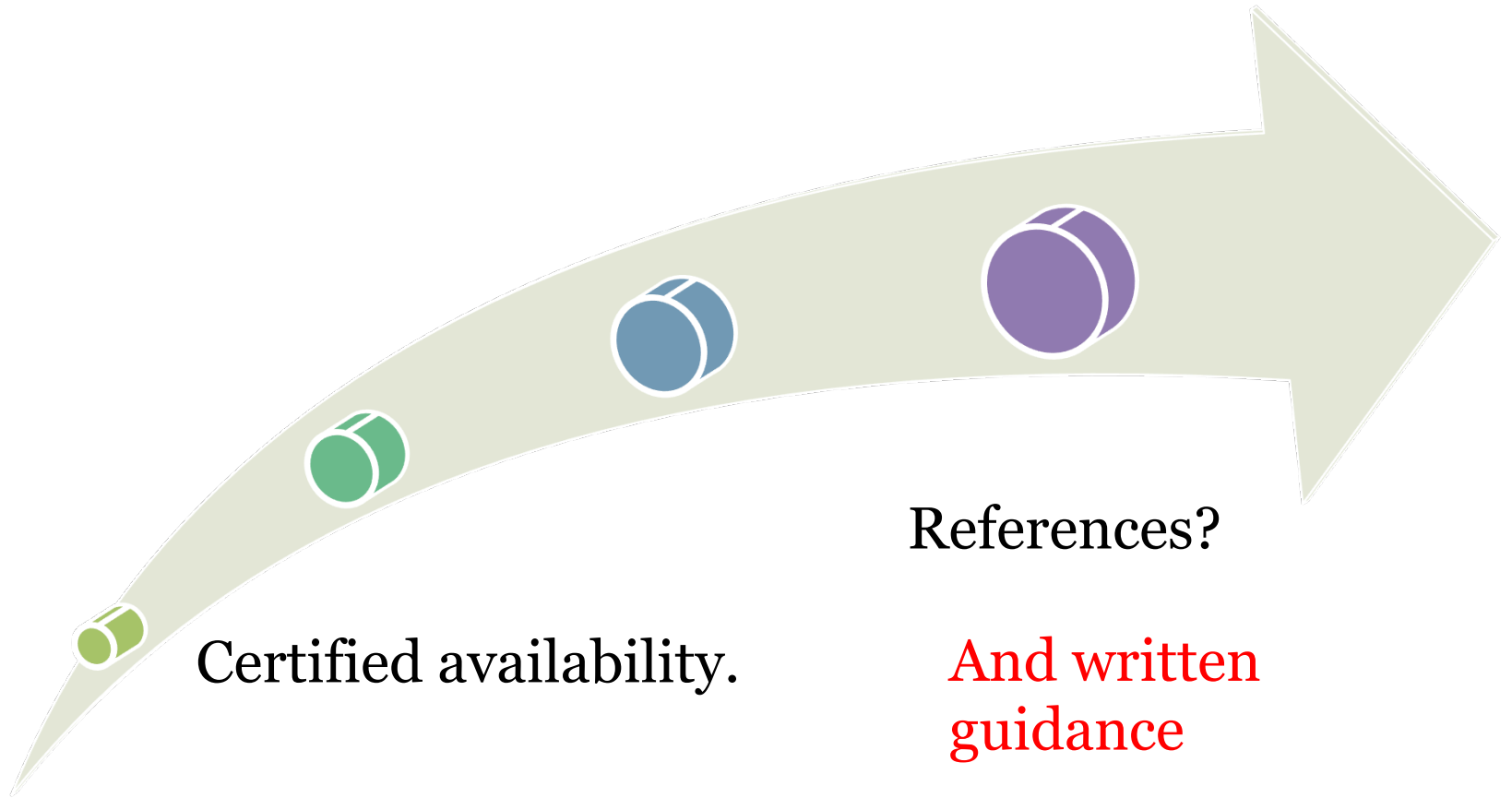
- Un-resist ... PA when criteria seem too restrictive ?
- Presentations ?
- Interviews ?
- Engage bidders early .. (e.g.)



Reminders – risks !:

- Can sacrifice the honest bidder??
- Incumbent may be honest
- Ponder before counter-plays

For the future



Certified availability.

References?

**And written
guidance**