### Lecture 7

Tender Information Services

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**The Evolution of Tender Services in Pakistan**

Pakistan's economy is the 27th largest economy in the world in terms of purchasing power, and the 48th largest in absolute dollar terms. Pakistan's economy mainly encompasses textiles, chemicals, food processing, agriculture and other industries. The economy has suffered in the past from decades of a fast growing population and mixed levels of foreign investment. However, improvement in government policies aided by foreign investment and renewed access to global markets, have generated solid macroeconomic recovery in the last decade. Substantial macroeconomic reforms since 2000, most notably at privatizing the banking sector have helped the economy

Most macroeconomic reform projects are monitored by the government, so tenders are called to fulfill the requirements. The role of newspapers has always been very important since all the major tenders are published in daily newspapers. There are more than 1000 newspapers in Pakistan. However for the contractors and suppliers it has always been a time consuming hard work to find their relevant tenders from several newspapers and still take the risk to miss the tender if the tender was published in some newspaper which they overlooked.

In order to overcome this difficulty many tender information services started since 1954 in different cities of Pakistan. They served the purpose to provide relevant tender information to the contractors for development projects and it was because of the continuous efforts of these tender information providing companies that tenders worth billions of dollars were able to reach contractors to participate timely in the tenders thus giving a boost to the economic development of Pakistan.

The tenders were usually delivered by courier services, which due to unavoidable circumstances sometimes delivered late; resultantly the contractors missed their tenders again! In this scenario a few online tender information services started in Pakistan since 2004 which are providing tender information to their client through email and mobile alert. The subscribers can also access the tender of their required category on the web any were any time. In this way the chances of tender missing has reduced dramatically and now the contractors can timely respond to the tenders. In this regard these websites are contributing a lot in the economical development of Pakistan by providing relevant and timely tender information to their subscribers.

**How Tender Service Websites Work**

Daily Tenders are an important economic factor and a chance to acquire new customers. Invitations to tender are made public via a large number of newspapers and websites. Don't waste time and money looking for business opportunities - Tender information services will find and send notices specific to your type of business to you!

# The Automation

By applying automated workflows and template-based document generators, Tender information services simplifies the process of public procurements.

Every morning tenders are gathered from the specific area of that website region or globally and, using a recommended state of the art software model, they are entered into main database. Tenders are categorized according to the area (the place where the service/product is required) and the department (the industry category of the service/product required).

The members are informed daily by email or mobile alerts of tenders matching their category. This tender alert with the detailed tender information is available to all members of these online tender information services websites.

Both tenders and members are registered according to their area and department. By maintaining this information these services are able to match tenders with members, thus ensuring that members only receive their required tenders - relevant to where they can provide their service/product and to what service/product they can provide. Members can nominate more than one contact to receive e-mail or mobile alert notification.

# Advantages of These Services

Tender information services will keep you posted on all new Tenders of your choice. Over & above Tender Notice, They will also share with you Tender Corrigendum, Tender Document, Minutes of Pre Bid Meeting & Tender Results wherever available.

You can choose to get Daily Email Alerts or Access to Their Website if you are always on the move. If you want best of both the worlds, you can go for Combination plan too.

# How to Subscribe

Step1. Select the site that best suits your requirement.

Step2. Register yourself on the selected site, by paying their subscription.

Step3. Just inform them your product name and name of Government customer / organization, in which you are interested, they will start sending information regarding 'New TENDERS through SMS ALERTS!!! On your mobile phone, as well as followed by e-mail alert.

Step4. Relax and enjoy the luxury of saving time and money,

**Top Ten Tender Services of Pakistan**

Below we are presenting the list of top ten Tender Services of Pakistan. We have rated them according to the following criteria:

(a) The duration of time they are in the market.

(b) Popularity of website.

(c) Number of newspapers covered by them.

(d) Facilities offered like web access, email, sms alerts, through courier etc.

(e) Number of visitors in case of website

(f) Number of clients in case of no website.

# 1. Tender Service Pakistan

Tender Service ranks on number one position in our list. They are in the market for the last twenty years. They cover all the major newspapers of Pakistan (About 80).They provide tender services through all mediums including courier service, on web, through email, through fax and through SMS tender alerts. They have the largest number of clients in Pakistan. According to Google analytic, an average of seventy five thousand pages of their website is visited every month. Tenders are offered according to category, department, published date and date of opening of tender. Tender summery is free for all visitors but details are available to paid members only.

# 2. Public Procurement Regulatory Authority

Public Procurement Regulatory Authority (PPRA) is number two in our rank list. It is an autonomous body endowed with the responsibility of prescribing regulations and procedures for public procurements by Federal Government owned public sector organizations. It has got a web site with good traffic. Only Federal Government owned public sector organizations upload their tenders on this website. Tenders are offered according to sector and, organization. But it does not provide tender information through any other medium. You can only view tenders on their website. It is a free site.

# 3. Paperpk

Paperpk is ranked third on our list. The site is present since 2007.It is a popular site but it offers tender information only from five newspapers. This site also offers jobs and admission ads from five newspapers. That is why it can not be called as a specialized site for tender information. It does not provide tender information through any other medium. You can only view tenders on their website. Tenders are offered without categorization. It is a free site.

# 4. Tenderpak

Tenderpak is ranked number four on our list. This is a relatively new site. But it provides comprehensive coverage of all the tenders which are published in Pakistan. This is the most economical website for tender information. But it does not provide tenders through email or any other medium. Tenders are offered according to category, department, published date and date of opening of tender. It daily offers free tenders of one category. But you have to pay nominal charges if you want to view tenders of your required category. It is a user friendly site.

# 5. Tender News Flash

Tender News Flash is ranked number five on our list. It operates from Islamabad. They don’t have a web site but provides tender information through courier and email. They are in the market for quite some time.

# 6. Multi Tenders Service System

Multi Tenders Service System is ranked number six on our list. It operates from Lahore. They have a static web site which do not show tenders on the web, but provides tender information through courier and email. They are in the market for quite some time.

# 7. Pakistan Tender Online

Pakistan Tender Online is ranked number seven on our list. They have a blog where they provide tender information links of various websites without any categorization. They are on the net for quite some time.

# 8. Maven

Maven is ranked number eight on our list. Maven is premier executive recruitment company, based in Pakistan. They provide tender information through email.

# 9. Muse Tender Service

Muse Tender Service is ranked number nine on our list.They don’t have a web site but provides tender information through courier .They are in the market for quite some time.

# 10. Gill Tender Service

Gill Tender Service is ranked number ten on our list. They don’t have a web site but provides tender information through courier and email .They are new in the market .Their postal address is not available.

Mobile Tender Alerts - Latest Trends In Tender Service



Tender services usually use at least four ways to provide tender information to their subscribers, these are

Tenders on the web

Tenders through Email

Tenders through courier service

Tenders through Fax

Tender services are provided on subscription and can be requested by anyone wishing to receive them. These services help the users in getting timely tender information to participate in the tender request. The rapidly changing trends in communication have inspired the tender services to adapt to the changing trends.

The latest trend is to provide tender alerts on mobile phones. This is managed by establishing an alert aggregation center and gateway to receive and authenticate messages and disseminate them to carriers using a Common Alert Protocol.

Recent developments in IT has enhanced the need for a comprehensive system for tender alerts, such a capability is essential to enable the subscribers to take appropriate action as soon as they receive the tender alert on their mobiles.

In recent times businessmen rely on their mobile telephony service to receive and retrieve critical, time-sensitive information. A comprehensive mobile alerting system would have the ability to reach people on the go in a short timeframe, even where they do not have access to web or email or other sources of tender information.

There already are number of tender services which have started mobile alert services for their subscribers.

These mobile alert services deliver three types of message: Latest tender information, Latest alerts on the new services and client payment history. Looking at the increasing interest of clients in these mobile alert services it can be easily presumed that mobile alert services will be the pick of the subscribers in near future.