

TODAY
TOMORROW
TOGETHER

ANNUAL REPORT 2018



مجلس المناقصات والمزايدات
TENDER BOARD

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**His Royal Highness,
Prince Khalifa bin Salman
Al Khalifa**

The Prime Minister



**His Majesty,
King Hamad bin Isa
Al Khalifa**

The King of the
Kingdom of Bahrain



**His Royal Highness,
Prince Salman bin Hamad
Al Khalifa**

The Crown Prince,
Deputy Supreme Commander
& First Deputy Prime Minister



مجلس المناقصات والمزايدات
TENDER BOARD

The Tender Board was formed in 2003 under the directives of His Majesty King Hamad bin Isa Al Khalifa as an important step in the realization of the Kingdom's Economic Vision 2030.

Since then, it has strived to create equal opportunities for all players in the economy through a fair and transparent environment which supports the Vision's overall aims of economic sustainability, fairness, and competitiveness.

As the government's procurement supervising authority, the Tender Board has been instrumental in some of the most significant projects this country has seen over the past decade and a half, such as the construction of the Sitra Bridge in 2006, the National Theatre Project in 2010, and the contract with Amazon Web Services (AWS) in 2017. It has helped to modernise and streamline government procurement practices, bringing them in line with international best practices, and is a proud partner in the Kingdom's future growth.



15 YEARS OF EXCELLENCE

Over the past 15 years, the Tender Board has built close relationships with local and international suppliers and contractors, creating a strong reputation regionally and globally for transparency, fairness, equality and justice in the tendering process.

The Tender Board's robust processes serve to boost global investor confidence and position Bahrain as a safe place for investment. It is currently participating in an international survey on contracting with government, which will be conducted by the World Bank through its annual 'Doing Business 2020' report.

Another key area of focus has been supporting Small and Medium Enterprises (SME) in the Kingdom. The Tender Board is in the process of creating a platform which will enable local SME's to be listed in global databases and have access to international markets.

The Tender Board conducts its work in accordance with the Kingdom's long-term public sector development programme, and the social and economic reform it seeks to achieve. It aims to achieve the maximum level of economic efficiency and make best use of public funds by securing government purchases at competitive and fair prices in an environment of integrity and transparency that assures fair treatment for suppliers and contractors.

PROCUREMENT 4.0

Digitisation is revolutionising every aspect of business and the economy, and procurement is no different. Innovations such as drones, robots, artificial intelligence, 3D printing, and augmented reality are having such a profound impact on the procurement process that we are already referring to the next phase of the industry as 'Procurement 4.0'. The Tender Board keeps abreast of these developments by continually updating its own processes, and encouraging stakeholders to follow suit.

The e-Tendering System, a game-changing platform aimed at fully digitising the tendering process, has



proved very successful. The first phase, rolled out in 2007, featured an enhanced customer interface, while Phase 2, set to be launched in the near future, will further empower vendors, enabling online submission of all tender documents, and enhancing accuracy, reliability and transparency.

Standing at an equal distance between government purchasing authorities and thousands of suppliers over the past decade and a half, the Tender Board is privy to a wealth of information on the Kingdom's procurement landscape. It looks forward to further developing its digital infrastructure in order to mine this data to produce useful insights. This will help the Tender Board better serve its stakeholders by identifying pinch points and anticipating procurement needs ahead of time. In 2019, the Tender Board is set to introduce a new mechanism to analyse the tendering performance of purchasing authorities to help improve procurement practices and allow for swifter and more effective decision-making.

Formed by Legislative Decree No.36 of 2002, the Bahrain Tender Board is a fully independent entity tasked with safeguarding and maximising the efficient use of public funds.

The Tender Board's robust processes serve to boost global investor confidence and position Bahrain as a safe place for investment.



Vision

To be a more effective and efficient Tender Board by adding value to concerned entities; to continue providing equal opportunities to suppliers; and to unlock the full potential of employees, in order to be an organisation trusted on a global level.

Mission

Applying the principles of justice and transparency to the government procurement activities of concerned entities and suppliers through the use of best practices, legislation, and modern technology in monitoring and supervising procedures.



Values

Integrity & Transparency

To strive to achieve the highest levels of integrity and transparency in our performance, and in our relationships with our stakeholders.

Trust & Respect

To strive to gain our partners' and customers' trust and respect through professional commitment in all of our dealings and decisions.

Equality & Equity

To achieve equal opportunities for all stakeholders.

Quality & Excellence

To work as a team to maximise the quality of our performance, in order to achieve service excellence.

Accountability

To be responsible for our decisions and actions and fully embrace team spirit.

Professionalism

To invest in developing and motivating our employees in order to enhance our professional ability and credibility.

Creativity

To encourage and utilise the full spectrum of our employees' creativity and talent to enhance organisational performance and achieve strategic success.

Over the past 15 years, the Tender Board has built close relationships with local and international suppliers and contractors, creating a strong reputation regionally and globally for transparency, fairness, equality and justice in the tendering process.

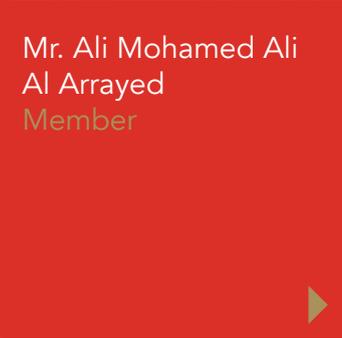
Board Meetings during 2018: 49



His Excellency Eng.
Basim bin Yacob
Al Hamer
Chairman



Shaikh Nawaf bin
Ebrahim Al Khalifa
Deputy Chairman



Mr. Ali Mohamed Ali
Al Arrayed
Member



Mr. Waleed
Yusuf Alsaie
Member



Mr. Nezar
Maroof Amr
Member



Mr. Isa Radhi
Al Aradi
Member



Mr. Saeed Husain
Abdulrahman
Member



Mr. Rashed
Ahmed Al-Jowder
Member



On behalf of the Tender Board, I am pleased to present the Annual Report for 2018, a milestone year for us as we mark 15 years of serving the Kingdom of Bahrain. We are proud of how far we have come, and look forward to the future with optimism and enthusiasm.

A strong, sustainable economy enhances the nation's standard of living, creates jobs, and encourages the development of new technology. Over the years, the Kingdom's mega projects have become increasingly diverse, and the economy has undeniably benefited as a result. Infrastructure development, in particular, continues to be a magnet for foreign direct investment and a major engine for job creation. The Tender Board plays a key role in helping these projects move forward, thus serving a vital function in the economic cycle.

The past 12 months saw us continuing on a positive growth trajectory with 2,102 tenders valued at a total of BD 3.74 billion being awarded in 2018. This accounts for a significant 29.5 percent of the Kingdom's GDP and includes mega projects such as the Bapco refinery expansion; Phase two of Al Dur Independent Water & Power Plant; the BANAGAS expansion; Phase four of the Tubli Sewage Treatment Plant expansion; cable works for the Ras Legrain 400KV substation; and the unified purchase of medication for the Kingdom's government hospitals and health centres.

In 2018, we marked a proud milestone by becoming an income generating entity for the first time, registering BD790,630 in revenue. This is in line with a plan outlined under the directives of the Prime Minister HRH Prince Khalifa Bin Salman Al Khalifa, and supported by the Crown Prince, Deputy Supreme Commander and First Deputy Prime Minister, HRH Prince Salman bin Hamad Al Khalifa. As part of the plan, the Tender Board is developing a self-sustainable structure that will further reinforce its independence and transparent and impartial stance. Additional streams of revenue are expected to support this goal in 2019.

One of the Tender Board's primary objectives is to encourage the participation of suppliers and contractors in the Government's purchasing activities to create a more competitive economy. To this end, we have been working to improve our communications and making the tendering process more accessible. The new website, hotline, and the e-Tendering system have all been important tools in helping us achieve this objective, and our efforts are paying off; this year alone the number of companies registered with us has surged by 21 percent, bringing the total up to 8,305.

Over the years, the Tender Board has fostered partnerships with its stakeholders based on its guiding principles of integrity and competitiveness. In 2019, we look forward to further institutionalising these relationships, while adhering to the highest standards of competitiveness and transparency. Ultimately, our goal is to boost global investor confidence in the Kingdom of Bahrain as a preferred place to do business.

In 2019 the Tender Board will participate in the Doing Business report, one of the flagship publications of the World Bank Group that benchmarks business regulations in 190 economies worldwide. We will be collecting data on the various phases of a particular public procurement contract to identify best practices that lead to efficient procurement systems and optimal allocation of public funds. This information is likely to be added to the 2020 report, under the 'Contracting with the Government' indicator, and will also help us fulfil its objectives and identify areas of improvement.

Bahrain has one of the most diversified economies in the region, and a careful management of our business policies has created an environment for businesses to flourish. At the Tender Board, we are focused on making business in Bahrain easier and more efficient, supporting the Kingdom's Vision 2030 objectives towards economic sustainability and diversification.

While the Tender Board represents a success story for business in Bahrain, there is still much to be done and we cannot rest on our laurels. In line with the vision of His Majesty King Hamad bin Isa Al Khalifa, we pledge to continue forging ahead, further improving our processes, and supporting our stakeholders' participation in the future growth and prosperity of the Kingdom.

Finally, I would like to take this opportunity to thank not just the current board members, but all those who have served the Tender Board over the past 15 years. It is their commitment and professionalism which have helped us serve the people of Bahrain with the highest levels of integrity.

**H.E. Eng. Basim Bin
Yacob Al Hamer**
Chairman



"At the Tender Board, we are focused on making business in Bahrain easier and more efficient, supporting the Kingdom's Vision 2030 objectives towards economic sustainability and diversification."



TENDER BOARD . SECRETARY GENERAL'S MESSAGE

In many ways, 2018 has been a transformative year for the Tender Board and the Kingdom of Bahrain as a whole. The launch of the Fiscal Balance Programme, backed by a USD 10 billion Financial Support Agreement funded by the Kingdom of Saudi Arabia, the United Arab Emirates, and the State of Kuwait, will help Bahrain achieve the economic diversification and sustainability ambitions laid out in its Economic Vision 2030.

Aimed at balancing the budget by 2022, the programme is centred on six pillars designed to improve the efficiency of government expenditure and drive economic growth. In our capacity as an independent regulator of government procurement practices, the Tender Board is poised to play a critical role in the achievement of these objectives by helping the government use its budget in the most effective way.

The Tender Board has been hard at work on its 2017-2020 Strategy and Implementation Plan, making continuous progress on strategic initiatives. Among these was a move to generate alternative streams of revenue for the Tender Board that will be utilised to sustain our operations. In 2018 we became an income-generating entity for the first time, an achievement we will build upon in the coming year as we explore new revenue-generating opportunities.

In line with global trends to support SMEs and invest back into the local economy, we are working closely with the Kingdom's SME Development Board (SDB) on an action plan to help more companies gain access to government tenders and minimise barriers to entry.

We always strive to make the Tender Board more accessible to our stakeholders, and maintain open lines of communication with them. We have established a customer service helpdesk, as well as an e-portal, to answer and document queries from purchasing authorities and vendors. In the future, we plan to launch a customer grievances unit and a public relations department to further improve the quality of our services and strengthen our image.

The number of local suppliers registered with the Tender Board surged by 17 percent from 4,125 in 2017 to 4,839 in 2018. We also attracted more international interest, with the number of regional and global companies registered jumping 27 percent, from 2,738 in 2017 to 3,466 in 2018.

A recently improved pre-qualification master list regulated by the Tender Board ensures greater consistency among purchasing authorities and fair practice in their dealings with vendors. Today

only 30 percent of all registered vendors are prequalified. Of these 59 percent are local companies and 41 percent international. Our aim is to reach a 50 percent prequalification rate by the end of 2019, and 70 percent by the end of 2020.

Increasing competitiveness is one of the Tender Board's main goals, and so we proactively encourage a broader range of participation in government tenders. During 2018, public tenders made up 56 percent of the total number of tenders issued, a figure that we endeavour to surpass in the coming year. Limited tenders accounted for 26 percent of the total, with direct purchase tenders following at 18 percent. We are working to reduce this figure to 9 percent, to bring our standards in line with international best practices.

On the other hand, stronger procedures to evaluate the suitability of vendors participating in open tenders, as well as a database of their historical performance, are also important. In the coming year, the Tender Board aspires to give purchasing authorities and audit divisions greater oversight, inspection powers, and control, allowing for more accountability throughout the procurement lifecycle.

Naturally, these efforts must be supported by a robust digital infrastructure, which we are also focusing on improving, to achieve greater levels of transparency, accountability, and accessibility. The Tender Board is poised to make a major leap in its digital transformation in coming years, heading toward the latest generation of smart procurement systems, commonly referred to as Procurement 4.0.

2019 is set to be another year of progress for the Tender Board, and I would like to thank our exceptional team members for their dedication, commitment, and professionalism, without which these impressive achievements could not be possible. Their accomplishments are even more noteworthy in light of the fact that 30 percent of our team took up an optional early retirement scheme late 2018, which means that we are now a lean team of just 18 hardworking individuals.

The Tender Board remains committed to supporting the Government of Bahrain by providing an independent overview of its procurement activities, while at the same time helping it to achieve its economic goals. We look forward to reaching even greater heights in 2019 and continuing to contribute to the nation's success.

Dr. Mohamed Bahzad
Secretary General



"The Tender Board is poised to make a major leap in its digital transformation in coming years, heading toward **the latest generation of smart procurement systems, commonly referred to as Procurement 4.0.**"





مجلس المناقصات والمزايدات
TENDER BOARD

5,174
Bids
Opened

2,102
Tenders
Handled

BD
3.7 bn
Total
Value

20%
of GDP

THE TENDER BOARD'S RESPONSIBILITIES

Oversee Government tenders and purchase transactions undertaken by Purchasing Authorities

Endorse tender documents provided by Purchasing Authorities

Cancel tenders and re-invite for them

Receive bids for tenders, open tender envelopes, ascertain that they contain the required documents

Decide upon acceptance or rejection of bids

Review, revise and approve bid evaluations and issue award decisions

Oversee "pre-qualification" of suppliers and contractors in co-ordination with the concerned Purchasing Authority

Enforce penalties upon suppliers and contractors with respect to violations or failures to honour contractual obligations

Decide upon suppliers' and contractors' complaints related to tender procedures



Alongside the Board's regular weekly meetings, public hearings were held to open bids submitted for tenders and auctions offered by the relevant authorities. These sessions were directly broadcast on the Board's website. The total number of tenders and bids opened by the Board during 2018 was 1,119, with an estimated value of approximately BD3.3 billion. The total number of bids submitted for these tenders was 5,174.

	2018	2017
No of opened tenders	1119	1091
No of opened bids	5174	5208
Number of tenders handled (awards, extensions, variation orders, renewals)	2102	1892
Total value of tenders handled (awards, extensions, variation orders, renewals) (BD)	3,737,350,550	3,748,024,245
Total number of grievances handled	446	296
Total suppliers registered with the Tender Board	8305	7216
Number of Local Suppliers registered with the Tender Board	4839	4268
Number of International Suppliers registered with the Tender Board	3466	2948
Number of Pre-Qualified Companies	2420	2568

The Tender Board works closely with the public and private sectors to continuously enhance the transparency and efficiency of the Kingdom's Government procurement practices.

AWARD STATISTICS 2018



Infrastructure

834

No. of Tenders
Awarded in 2018

1,130,559,674

Value of Tenders
Awarded in 2018 (BD)

Electricity and
Water Authority

760,762,855

Amount (BD)

403 No. of Tenders

Ministry of Works, Municipalities
Affairs and Urban Planning

341,903,051

Amount (BD)

337 No. of Tenders

Telecommunication
Regulatory Authority

458,677

Amount (BD)

6 No. of Tenders

Ministry of Transportation and
Telecommunications

15,204,237

Amount (BD)

38 No. of Tenders

Information and
eGovernment Authority

11,489,126

Amount (BD)

36 No. of Tenders

Bahrain Internet
Exchange

741,728

Amount (BD)

14 No. of Tenders



Oil

303

No. of Tenders
Awarded in 2018

1,968,663,373

Value of Tenders
Awarded in 2018 (BD)

Banagas

1,076,097

Amount (BD)

4 No. of Tenders

Tatweer
Petroleum

87,140,975

Amount (BD)

106 No. of Tenders

Bapco

1,880,446,301

Amount (BD)

193 No. of Tenders



Aviation

223

No. of Tenders
Awarded in 2018

175,208,425

Value of Tenders
Awarded in 2018 (BD)

Gulf
Air

117,545,956

Amount (BD)

175 No. of Tenders

Bahrain
Airport Company

57,427,240

Amount (BD)

46 No. of Tenders

Gulf Aviation
Academy

235,229

Amount (BD)

2 No. of Tenders



Housing

51

No. of Tenders
Awarded in 2018

55,253,524

Value of Tenders
Awarded in 2018 (BD)

Ministry of
Housing

51,357,475

Amount (BD)

48 No. of Tenders

Eskan
Bank

3,896,049

Amount (BD)

3 No. of Tenders





LARGEST PROJECTS OF 2018

Total Value
BD 2.5
Billion



1

Refinery expansion project

BAPCO

2

Second phase construction of Al Dur Water and Power project

EWA

3

Financing of the Bahrain National Gas expansion

Bahrain National Gas

4

Tubli Sewage Plant Phase IV expansion project (among the projects funded by the Kuwait Fund for Arab Economic Development and the Saudi Fund for Development)

Ministry of Works, Municipal Affairs and Urban Planning

5

Unified Drugs Purchase project

Supreme Council of Health

6

Landline works for the 400 KV Ras Al Qurain Station

EWA

The Tender Board remains committed to supporting the Government of Bahrain by providing an independent overview of its procurement activities, while at the same time helping it to achieve its economic goals.

AWARD STATISTICS 2018



Education & Youth

134

No. of Tenders
Awarded in 2018

25,502,647

Value of Tenders
Awarded in 2018 (BD)

Ministry of Youth
and Sport Affairs

9,901,630

Amount (BD)

31 No. of Tenders

Ministry of
Education

10,727,607

Amount (BD)

70 No. of Tenders

University of
Bahrain

1,400,570

Amount (BD)

11 No. of Tenders

Bahrain
Polytechnic

1,485,558

Amount (BD)

15 No. of Tenders

Education and Training
Quality Authority

762,352

Amount (BD)

4 No. of Tenders

Bahrain Institute of
Public Administration

1,224,930

Amount (BD)

3 No. of Tenders



Investment

58

No. of Tenders
Awarded in 2018

21,645,676

Value of Tenders
Awarded in 2018 (BD)

Economic
Development Board

11,201,322

Amount (BD)

38 No. of Tenders

Bahrain Real
Estate Investment - Edamah

8,814,917

Amount (BD)

11 No. of Tenders

Bahrain
Development Bank

509,934

Amount (BD)

3 No. of Tenders

Bahrain Mumtalakat
Holding Company

630,735

Amount (BD)

3 No. of Tenders

Bahrain
Bourse

488,767

Amount (BD)

3 No. of Tenders



Information

152

No. of Tenders
Awarded in 2018

53,982,828

Value of Tenders
Awarded in 2018 (BD)

Ministry of
Information Affairs

15,893,172

Amount (BD)

32 No. of Tenders

Bahrain Authority for Culture
and Antiquities

12,493,605

Amount (BD)

50 No. of Tenders

Bahrain
International Circuit

4,878,198

Amount (BD)

15 No. of Tenders

Ministry of Industry, Commerce
and Tourism

651,771

Amount (BD)

6 No. of Tenders

Tamkeen

4,286,190

Amount (BD)

13 No. of Tenders

Bahrain Tourism & Exhibition
Convention Authority

15,779,892

Amount (BD)

36 No. of Tenders



Health

140

No. of Tenders
Awarded in 2018

258,920,886

Value of Tenders
Awarded in 2018 (BD)

Ministry of
Health

258,920,886

Amount (BD)

140 No. of Tenders





Others

207

No of Tenders
Awarded in 2018

47,613,512

Value of Tenders
Awarded in 2018 (BD)

Bahrain Centre for Strategic,
International and Energy Studies

88,359

Amount (BD)

2 No. of Tenders

Bahrain Chamber for
Dispute Resolution

232,250

Amount (BD)

2 No. of Tenders

Bahrain Institute for Pearls
& Gemstones - DANAT

545,542

Amount (BD)

6 No. of Tenders

Bahrain Institute for
Political Development

132,000

Amount (BD)

1 No. of Tender

Bahrain's National
Space Science Agency

182,347

Amount (BD)

1 No. of Tenders

Civil Service
Bureau

251,982

Amount (BD)

12 No. of Tenders

General Organization
of Sea Ports

109,747

Amount (BD)

2 No. of Tenders

General Poultry
Company

1,262,320

Amount (BD)

7 No. of Tenders

Isa Cultural
Centre

63,360

Amount (BD)

1 No. of Tenders

Legislation & Legal
Opinion Commission

295,469

Amount (BD)

5 No. of Tenders

Labour Market
Regulatory Authority

4,567,207

Amount (BD)

12 No. of Tenders

Mazad
B.S.C.(C)

177,481

Amount (BD)

1 No. of Tenders

Ministry of
Foreign Affairs

3,445,294

Amount (BD)

9 No. of Tenders

Ministry Of Labour
& Social Development

2,719,124

Amount (BD)

33 No. of Tenders

Ministry
of Interior

5,499,900

Amount (BD)

22 No. of Tenders

Ministry of Justice
and Islamic Affairs

2,188,903

Amount (BD)

19 No. of Tenders

Ministry State for
Shura and Parliament

1,303,535

Amount (BD)

14 No. of Tenders

National Institution
for Human Rights

37,605.75

Amount (BD)

1 No. of Tenders

Ministry of
Finance

22,336,878

Amount (BD)

28 No. of Tenders

Ministry of
Cabinet Affairs

704,844

Amount (BD)

9 No. of Tenders

Social Insurance
Organization

1,233,363

Amount (BD)

13 No. of Tenders

Southern
Tourism Co.

137,000

Amount (BD)

1 No. of Tenders

Survey & Land
Registration Bureau

26,400

Amount (BD)

1 No. of Tenders

Tender
Board

71,443

Amount (BD)

4 No. of Tenders



TENDERS AWARDED 2018

In 2019 the Tender Board will participate in the Doing Business report, one of the flagship publications of the World Bank Group.

Total Amount
3.7+
Billion



MONTH	Total Value (BD)	TOTAL NO. OF TENDERS
Jan	550,761,458	177
Feb	59,641,705	173
Mar	86,325,516	183
Apr	101,269,036	196
May	85,281,497	174
Jun	197,495,596	142
Jul	85,114,074	197
Aug	151,209,115	165
Sep	72,354,718	141
Oct	548,604,380	165
Nov	77,552,995	179
Dec	1,721,740,460	210
Total	3,737,350,550	2,102

Number & Value of Tenders
Awarded during 2018
(Top 15 Purchasing Authorities)

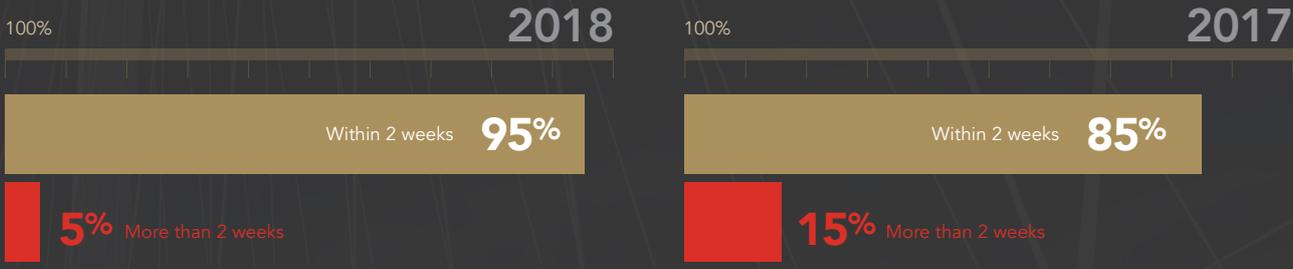
Purchasing Authority Name

Purchasing Authority Name	Total Value (BD)	TOTAL NO. OF TENDERS
Bahrain Petroleum Company - Bapco	1,880,446,301	193
Electricity and Water Authority	760,762,855	403
Ministry of Works, Municipalities Affairs and Urban Planning	341,903,051	337
Ministry of Health	258,920,886	140
Gulf Air Company	117,545,956	175
Tatweer Petroleum	87,140,975	106
Bahrain Airport Company	57,427,240	46
Ministry of Housing	51,357,475	48
Ministry of Finance & National Economy	22,336,878	28
Ministry of Information Affairs	15,893,172	32
Bahrain Tourism & Exhibition Convention Authority	15,779,891	36
Ministry of Transportation and Telecommunications	15,204,237	38
Bahrain Authority for Culture & Antiquities	12,493,605	50
Information & e Government Authority	11,489,126	36
Economic Development Board	11,201,322	38

PROCESSING EFFICIENCY

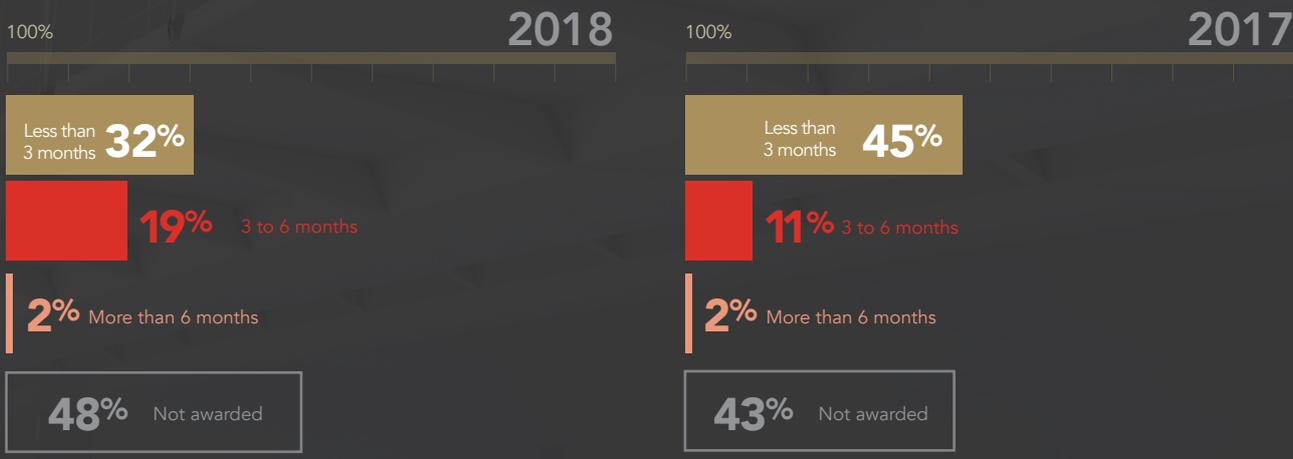


Response Time For Inquiries



4,842
Total Requests

Processing Time for Tenders



1,064
Awarded Tenders

PRE-QUALIFICATIONS

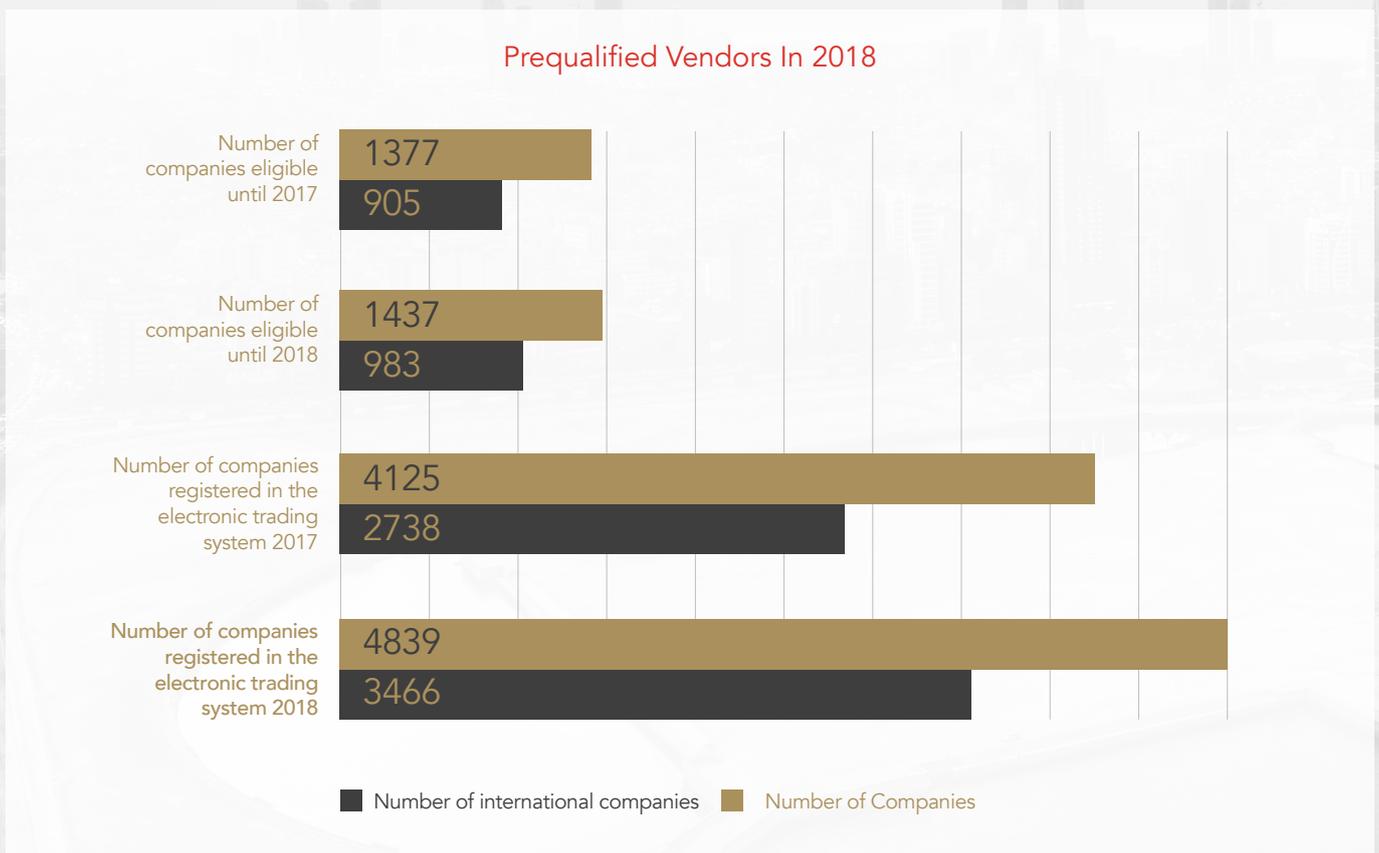
The prequalification process, which takes place before a tender is issued, includes assessing/evaluating the technical, financial, and administrative capabilities of the companies wishing to participate in government tenders, in order to ensure that tenders are awarded to companies with the right competencies and capacities.

Prequalification applications are approved in two ways, either in response to a general prequalification advertisement, or through individual company applications for prequalification for inclusion in the prequalification register. The Ministry of Works, Municipalities Affairs and Urban Planning and the Electricity and Water Authority's application lists were approved in accordance with the second method, as they maintain pre-defined lists of qualified companies. Any company can submit an application to be included in these lists at any time.

The prequalification process can take between three months to more than a year before it returns to the Tender Board for approval. The average pre-qualification period during 2018 was 227 days.

30 percent of all registered vendors are prequalified. Of these 59 percent are local companies and 41 percent international.

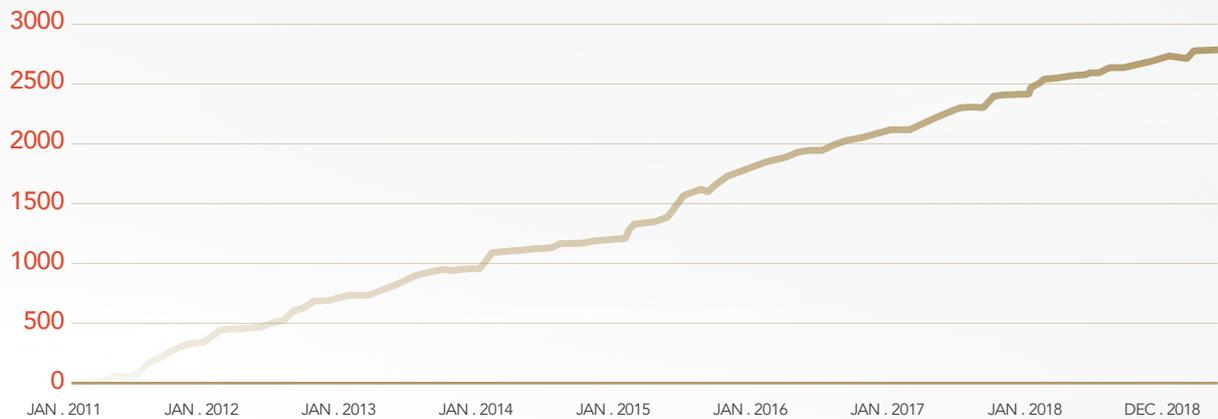
A total of 1,437 local companies were prequalified by the end of 2018, representing 59% of the 2018 total and about 30% of the total number of local companies listed in the e-Tendering system. The number of international companies qualified as of the end of 2018 stood at 983, or 41% of the total number of companies qualified during 2018 and about 28% of the total registered international companies.



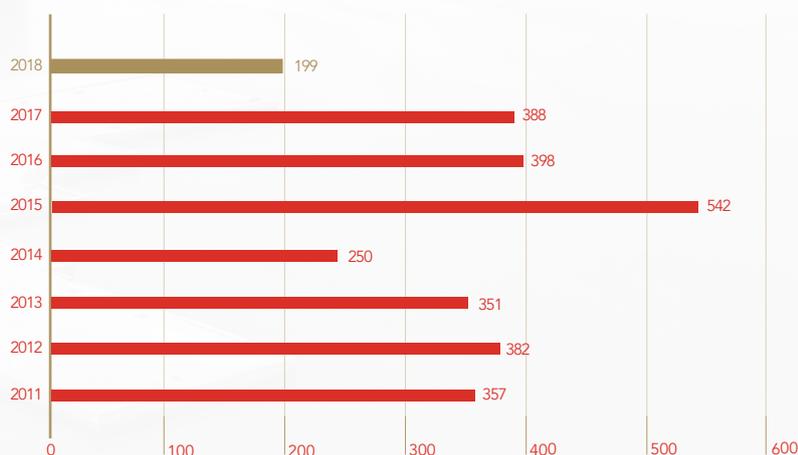
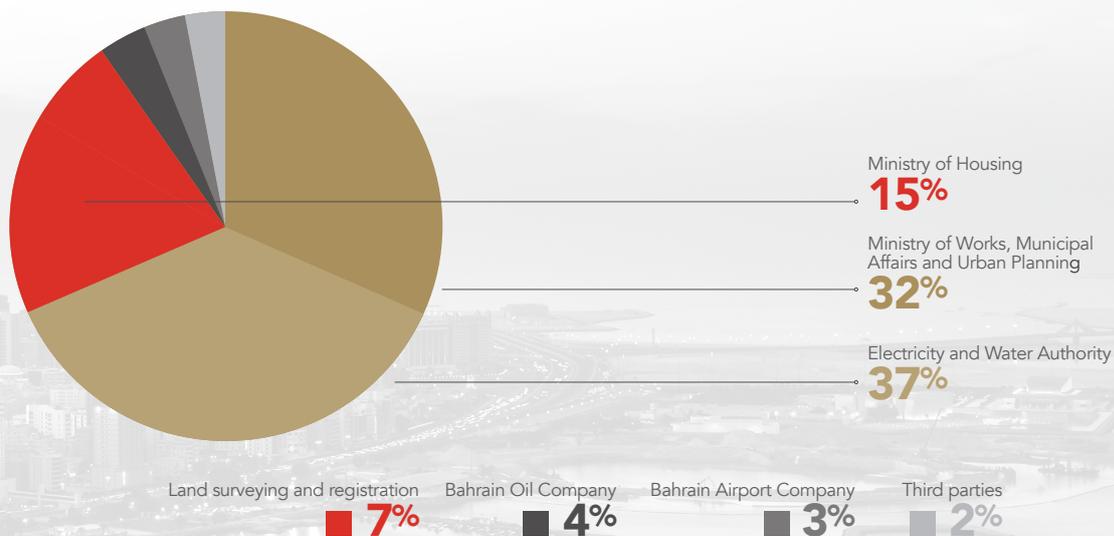


The number of prequalification applications approved by the Board since the beginning of 2011 until the end of 2018 totalled 2,767, including a spike of 199 during 2018. Suppliers and contractors submitted these requests either individually or in partnership with other companies.

Cumulative Number Of Approved Prequalification Requests

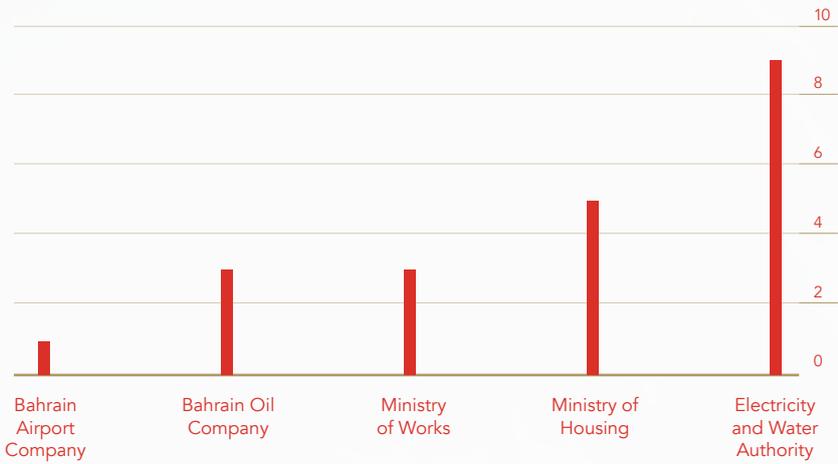


Prequalified Vendors In 2018 By Sector

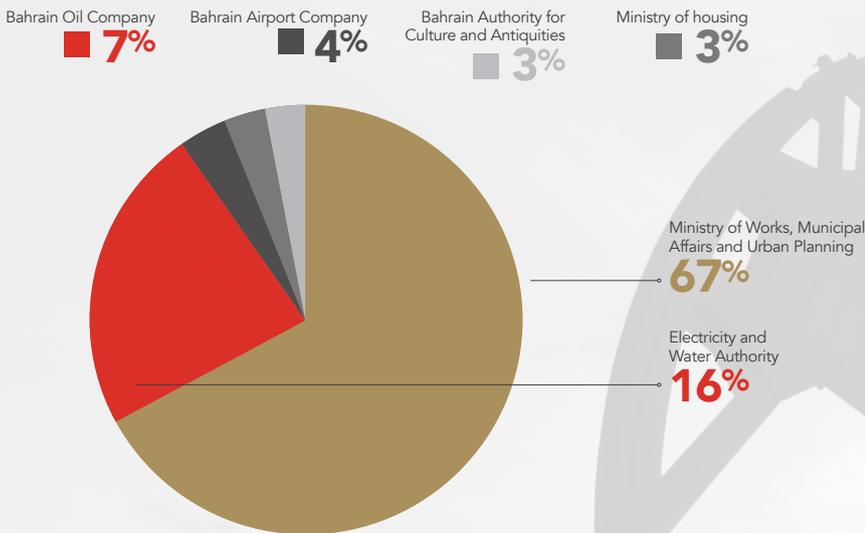


This graph shows that the largest increase in the number of applications for prequalification occurred in 2015, with 542 new applications submitted that year. Meanwhile, 2018 saw the lowest number of requests, with just 199 applications approved.

PRE-QUALIFICATIONS



The number of applications in response to public invitations for prequalification that were opened by the Tender Board was 21. Most of these invitations were issued by the Electricity and Water Authority.



The number of approved prequalification applications for the Ministry of Works, Municipal Affairs and Urban Planning stood at about 67% of the 2018 total, a result of this Ministry's keenness and commitment to carrying out the prequalification process on the system on a regular basis.

Requests for reconsideration and grievances

The Tender Board received 446 requests for reconsideration from suppliers and contractors, representing 8.6% of the total number of bids received during the year. These requests and grievances are discussed during weekly meetings of the Board, where appropriate decisions are taken in accordance with the provision of the Tender, Auction, Procurement and Sales Law. The Tender Board is committed to maintaining high standards of transparency and fairness throughout the process, and responds to all requests and grievances in an appropriate manner.

Number of Appeals & Reconsideration Requests



This graph shows an increase in the number of grievances and requests for review that the Board dealt with during 2018.



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WORKING TOWARDS A PROSPEROUS FUTURE

The Tender Board Development Plan is aimed at improving procedures for public tenders, and is the result of the Bahrain Cabinet's Resolution No. 2432-04, dated 14 November 2017 approving recommendations made by the Cabinet through a Coordinating Committee chaired by HRH Prince Salman bin Hamad Al Khalifa, Crown Prince, Deputy Supreme Commander and First Deputy Prime Minister.

Important steps to be taken to further develop the Board's performance

1. Reducing the number of direct contracting tenders in order to achieve rates that are closer to the best international practices which are 9% of the total number of awarded tenders.
2. Reducing the rates of variations in orders, renewals, and extensions in order to achieve the principle of equal opportunity and better utilisation of resources.
3. Reducing the period required for tender processing, starting from their issuance to their awarding, through cooperation with external parties, including the introduction of mechanisms to measure bidding performance and working with these parties to reduce any gaps.
4. Working to increase the number of prequalified suppliers, which currently account for only 30% of the total registered companies.
5. Reducing the number of cancelled tenders by working with concerned entities to ensure preparedness ahead of issuances and to prequalify more companies for participation in tenders.

In line with the Fiscal Balance Programme, the Board looks forward to increasing its revenues through the development of the e-tendering system.



TENDER BOARD INCOME SOURCES



The value of pre-qualification and tender documents was started in January 2018 according to Board Resolution No. (1) of 2017 on the value of prequalification documents and tender documents and Circular No. (5) of 2017 on the sale of prequalification documents and tender documents. During 2018, BD535,830 was collected.

As of January 2018, the public tenders were issued according to Circular No. (4) of 2017 concerning the centralisation of the announcement of tenders, auctions, and pre-qualification works. During 2018, BD 254,800 was collected. Total revenues during the year 2018 amounted to BD 790,630.

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In line with the Fiscal Balance Programme, the Board looks forward to increasing its revenues through the development of the e-tendering system, enabling it to receive fees for the provision of advertising services and the introduction of general and independent prequalification fees.





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