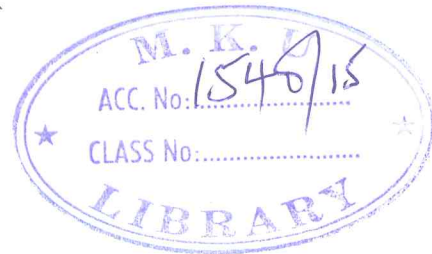


ASSESSMENT OF TENDERING PROCESS IN STATE CORPORATION IN KENYA

(MABATI ROLLING MILL LIMITED)

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ABSTRACT

Tendering is a procurement procedure whereby potential suppliers are invited to make a firm and unequivocal offer on the price and terms in which they will supply specified goods, Services or works which on acceptance shall be the basis of a subsequent contract where the general objective of the study was an assessment of tendering process in Mabati Rolling Mill Ltd. The specific objectives for this study was to investigate how training affects tendering process, to analyze the effects of leadership on tendering process, to find out the effect of ethical issues affect tendering process and to analyze the effects politics on tendering process in Mabati Rolling Mill Ltd and the study used the case study design focusing on Mabati Rolling Mill Ltd. The target population was all 300 employees of Mabati Rolling Mill. In total there were four types of departments targeted. These are supplies, finance, accounting and administration, human resources and others. The sample of respondents was determined using stratified sampling which relies on mere chance to determine who were selected in the sample and called for random selection in the inclusion of the cases into the sample. A sample size of 120 respondents out of a total frame of 300 respondents was given questionnaires. This represents 40% of the total sample. Methods of data collection that was used involve both primary and secondary data. This study collected both qualitative and quantitative data. After data collection the data was edited and coded in readiness for analysis by the researcher. The qualitative data collected was subjected to content analysis. On the other hand the researcher used descriptive and inferential statistics to analyse the quantitative data. According to the study findings 78% of the respondents indicated that training affects tendering process, 85% of them believe leadership affects tendering process, 73% of the respondents indicated that ethical issues affect tendering process in the organization 86% of the respondents thought politics affects tendering process in the organization.

The researcher conclusion was that organizing procurement processes is essential for achieving the most profitable solutions to benefit from supplier relationships and to optimize total costs of the procurement function where there are different models of organizing procurement available: centralized, decentralized, hybrid and centre led procurement. Owing to the fact that various factors affect tendering process in the organization the researcher recommends accountability for

conducting the tendering process should be encouraged rather than discharging a specific policy goal within the confines of the law. Therefore the tendering process should involve organizational legitimate means, both vertical and horizontal, for achieving direction, control, and coordination of individuals or organizational units on behalf of their common interests. Further research is recommended to analyze the organization tender system, and identify the tendering problems facing the organization, is the tendering system aligned with the relevant applicable enabling legislations set by the company and what process is being followed in tendering of goods and services in the organization.