

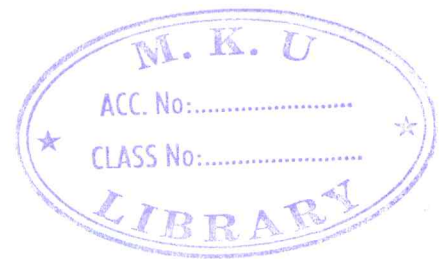
**FACTORS AFFECTING SELECTION OF OPTIMAL SUPPLIERS BY REAL ESTATES  
DEVELOPERS IN PROCUREMENT MANAGEMENT**

**(A Survey on Property and Real Estates Developers in Nairobi County, Kenya)**

**BY**

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## ABSTRACT

Selection process of optimal suppliers in procurement management plays a vital role in ensuring that real estate and any other organization get an acceptable quality of inputs from their suppliers. The main objective was to identify the factors affecting supplier selection in procurement management by property and real estates developers namely; Wananchi limited, Kisima limited, Urithi limited and Optiven limited in Nairobi County Kenya; the supplier selection process has also been identified. Factors affecting selection of suppliers were identified as; cost criteria, quality assessment, service levels and supplier profile in that relative order. This paper concludes that a cost criterion is a key factor affecting supplier selection for it dictates among many elements, the profit margins, service level, quality of materials and the profile of the supplier are also closely considered. From the findings, we recommend that supplier selection should be an open and transparent process, carried out by experts from all key departments and should be done in time to avoid stock outs .The study used a self administered questionnaire, which was distributed randomly to 89 participants. The responses were measured by using descriptive statistics, and results were presented in frequency tables, bar graphs and pie chart