



Lotting — one lot against three lots, costed over nine years

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27 road works procurements of the authority, tenders received and prices accepted · fictional document

Fictional document — demonstration example

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Fictional document, produced for the demonstration. **Lotting is the division of a contract into several lots that companies can win separately:** it is the lever that opens the procurement to companies that cannot do everything. **Both options are costed on the authority's history; the decision belongs to the authority, and it is made in ten minutes on these figures.**

What your 27 road works procurements say

Configuration	Procurements	Tenders received on average	Price accepted / estimate
Single lot	11	1.8	+9 %
Three lots	16	4.2	−5 %
Difference	—	2.4 tenders	14 points

The division proposed, and who can bid

Lot	Subject	Companies in the pool able to bid
Lot 1 — Carriageways	Patching, replacement, surfacing	12
Lot 2 — Signage	Markings and signs	9
Lot 3 — Surface drainage structures	Chambers, gullies, channels	7

The follow-up cost, measured and not supposed

Measure	Single lot	Three lots
Performance follow-up time, per year	Reference	+3 hours
Time returned by the automatic tracker	—	More than the 3 hours from the first year
Site meetings	Grouped	Scheduled automatically, invitations prepared

Across the authority's 16 three-lot procurements, all three lots have always found a bidder. The proposed division is written, each lot with its technical conditions, its price schedule and its estimate: the authority chooses, and both versions are ready to publish.

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