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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