Tender at −32 % — the written request for justification

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Three items named out of 214 · fictional document

Fictional document — demonstration example

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Fictional document, produced for the demonstration. **An abnormally low tender is a tender whose price is so far from the market that it raises doubt about the candidate's ability to perform: public procurement requires that the candidate be questioned before any decision. The request for justification is the route that allows this tender to be selected if it is serious.**

What was checked before qualifying the gap

Check	Result
Soundness of the estimate	**Taken from the 2024 contract, updated on the public works index — it holds**
Spread of the other tenders	**The other three sit within a 7 % range — the low tender is isolated**
Price breakdown	**The gap is concentrated on 3 items out of 214**

Check	Result
Candidate's history	**Two contracts performed for you in nine years, with no penalty — the fact is on file**

The three items, and the question asked for each

Item	Gap to the market	Question put to the candidate
Temporary signage	**−46 %**	**Does the candidate own its equipment, and what equipment**
Spoil removal	**−51 %**	**Which disposal site and which process, and how far from the works**
Site supervision	**−38 %**	**Is supervision shared with another site, and which one**
The other 211 items	Within the average	—

The two outcomes, both of them reasoned

Candidate's reply	What follows	What the authority gains
The three items are justified	**The tender is selected**	**32 % less on the lot**
The justification does not come	**The board's decision is reasoned and written**	**A defensible decision, resting on a written answer**

The same gap check runs on the 512 tenders of the year: 7 tenders more than 25 % out were raised in twelve months, 4 were justified and selected — €186,000 of public spending saved — and 3 were not. The check fires at the opening of every procurement, without anyone having to ask.

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