Grounds maintenance — review of the 2022 tender

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Fictional document

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> **Fictional document**, produced for demonstration. **Two of the four lessons show in delivery, not in the bids.** That is what makes them invisible at the moment of retendering.

The tender

Element	2022
Packs downloaded	5
Bids submitted	**3**
Bids excluded	1 — no technical statement
Successful bidder	Contractor A

Delivery

Element	Finding	Consequence for the new specification
Penalties applied	**4**	—
Grounds	Late response to a reported fault	—
Response time in the specification	**No figure**	**To be set**
Penalties disputed	**2 of 4**	**A general formula is not enough**

> **Two penalties in four were disputed, and the specification set no numbered response time.** The two facts belong together: a penalty resting on a general formula is disputed; a penalty resting on a written time limit is paid.

Downloads without a bid

Year	Packs downloaded	Bids	Downloads without a bid
2018	4	2	**2**
2022	5	3	**2**

Two firms downloaded the pack without bidding, in 2018 as in 2022. A download without a bid has many causes — workload, scope, timetable — and none of them is in the authority's data.

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