Kinicki et al (2003): Impact of Reward on Employees Performance in Selected Manufacturing Companies. Journal of Business Strategies, Vol 2, Issue 2

Lukeera (2016): Rewards and teachers' commitment in secondary schools in Uganda. Successful Management by Motivation - Balancing Intrinsic and Extrinsic Incentives.

Competitive bidding and service delivery in parastatal organisations in Uganda: a case of Uganda Printing and Publishing Corporation (UPPC)

Nabukalu Florence⁴⁵

Keywords: Competitive Bidding, Service Delivery, Parastatal Organisations, Corporation

Introduction

The study examined the contribution of competitive bidding to service delivery in parastatals in Uganda. It focused on Uganda Printing and Publishing Corporation.

Study objectives

The study was guided by three objectives:

 $^{^{45}}$ Nabukalu Florence graduated in February, 2021 with a Master of Procurement and Logistics Management from Nkumba University

- 1. to examine how bid solicitation enhances decision making at Uganda Printing and Publishing Corporation,
- 2. to examine the bid evaluation process used at Uganda Printing and Publishing Corporation,
- 3. to examine the relationship between contract management and service delivery at Uganda Printing and Publishing Corporation.

Methodology

The study adopted a phenomenological design divided into research approach, research strategy, research duration, and the research classification. The study population was 110 and a sample size of 100 respondents of which 89 participated.

Key findings

Results revealed that the most effective contributor to service delivery is contract management (Adjusted R Square of 78.1%), followed by bid solicitation (Adjusted R Square of 71.2%) and the least contributor is the bid evaluation process (Adjusted R Square of 49.8%).

Key recommendations

The study suggests that UPPC should endeavor to give its suppliers enough time to execute the contracts and plan procurement in time such that suppliers' performance can be enhanced. Besides, UPPC should engage qualified personnel during the bid evaluation process to ensure that there is organised examination and comparison of bids for selecting the best supplier/offer.

Key references

- Adnan E. and Sami K. (2010): Improving procurement practices in developing country health programs. Ann Arbor: William Davidson Institute, University of Michigan.
- Chien and Liang (2013): Exploring Contractor's Opportunistic Bidding Behavior and its Impacts on Construction Market' International system dynamic.
- Gailmard, G. (2012): Accountability and principal-agent models. Chapter prepared for the Oxford Handbook of Public Accountability.
- Jones, D. (2017): Construction Contractor's Project Selection: Decision Making Within a Portfolio Framework." In Proceedings International Seminar on Optimum Systems for Construction Management