

UNIVERSITAS INTERNASIONAL BATAM

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ANALYSIS OF CONTRACTOR OFFER PRICES ON TENDER WITH MODELING friedman, Ackoff & Sasieni and Gates.

(Case Study: Electronic Procurement Service (LPSE) Batam City)

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Abstract

In the bidding process, the bidding stage is very important for that the supply strategy needs to play a role in making competitive decisions, to get a higher project than other fields. The data used is the data that has been registered and the project has been declared to have completed the auction, from 2017 to 2018. This auction has so many companies participating in the auction, therefore the authors minimize the number of companies included in this study, namely as many as 3 company in each project with a minimum provision of the company's bid price of Rp. 300,000,000 with a statistical approach, namely Multi Distribution Discrete, Multi Distribution Normal and Single Distribution Normal. The bidding strategy model used is Friedman Method, Gates Method and Ackoff & Sasieni Method.

Friedman's model produces an optimum Mark Up of - 11% for multi discrete distributions with expected profit of -3.1687, 11% for multi-normal distributions with expected profit 10.90, and 11% for normal single distributions with expected profit of 10.99 . Using the Gates model produces an optimum Mark Up of 11% for multi discrete Distribution with expected profit 11.00. for multi normal Distribution -11% with expected profit -83,608. and 11% for normal singles. Distribution with expected profit of 3.128. Using the Ackoff & Sasieni model yielded an optimum mark-up of -11% for multi discrete Distribution with expected profit of -6.11, 11% for multi-normal Distribution with expected profit of 10.998 and 11% for singles normal Distribution with expected profit 10.998.

Keywords: Bidding strategy, mark up, winning probability, expected profit