

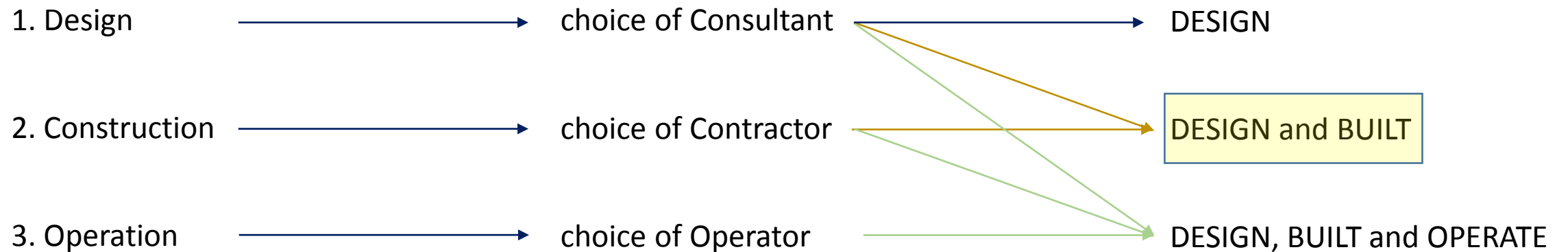


2019
LISBON CES
CIVIL ENGINEERING SUMMIT
24 - 28 SEPTEMBER 2019, LISBOA, PORTUGAL

Procurement in design and in construction
- competition and slavery -

Procurement in design and in construction: **competition and slavery**

PUBLIC projects PRIVATE projects



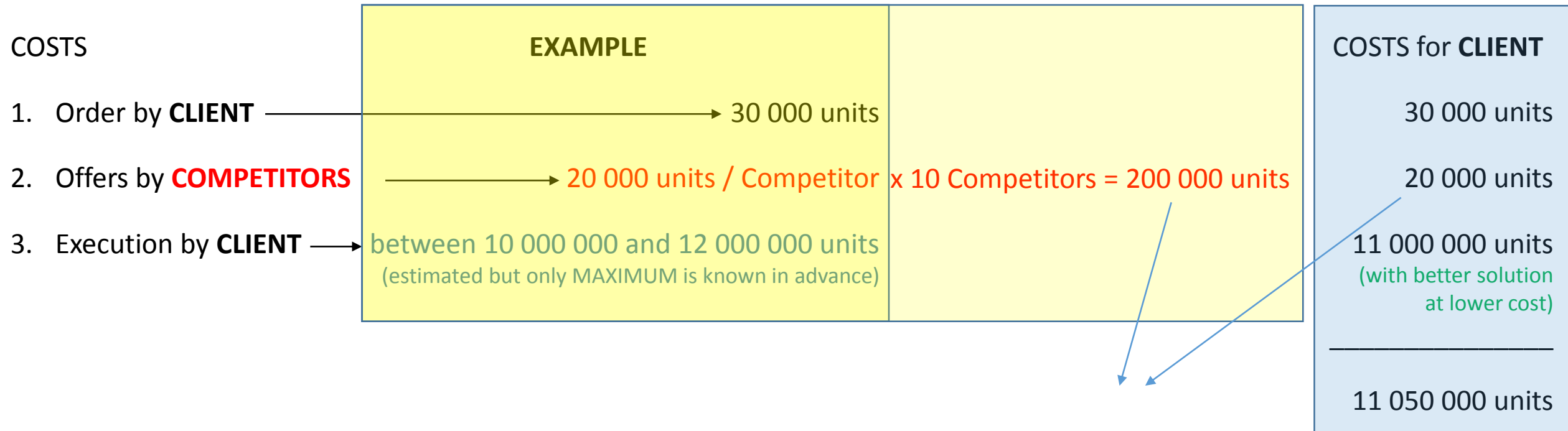
- i. Direct contract
- ii. Restricted competition contract
- iii. Public open contract, with or without previous qualification
- iv. Ideas competition

Procurement in design and in construction: **competition and slavery**

COSTS

1. Costs of preparation of order by **CLIENT**
2. Costs of elaboration of offers by Consultants / Contractors = **COMPETITORS**
3. Costs of Execution by **Competitor Winner** (later to receive from **CLIENT**)

Procurement in design and in construction: **competition and slavery**



9 COMPETITORS with NOT PAID total costs of 180 000 units

Procurement in design and in construction: **competition and slavery**

Procurement in design and in construction:

competition achieving higher quality at lower cost for **CLIENT**
with slavery work provided by COMPETITORS

Construction costs is reduced from MAXIMUM of 12 000 000 units

with **better solution** with SAVING of 1 000 000 units

thanks to the **SLAVERY WORK** of not paid 180 000 units

COSTS for **CLIENT**

30 000 units

20 000 units

11 000 000 units
(with better solution
at lower cost)

11 050 000 units

9 COMPETITORS with **NOT PAID** total costs of 180 000 units

Procurement in design and in construction: **competition and slavery**

COSTS

EXAMPLE

1. Order by **CLIENT** → 30 000 units
2. Offers by **COMPETITORS** → 20 000 units / Competitor x ~~10~~⁷ Competitors = ~~200~~¹⁴⁰ 000 units
3. Execution by **CLIENT** → between 10 000 000 and 12 000 000 units
(estimated but only MAXIMUM is known in advance)

COSTS for CLIENT	
30 000 units	
20 000 units	
11 000 000 units (with better solution at lower cost)	
<hr/>	
11 050 000 units	

~~9~~⁶ **COMPETITORS** with NOT/PAID **PAID** total costs of 180 000 units
 2

Procurement in design and in construction: **competition for a better and fair World**

Construction costs is reduced from MAXIMUM of 12 000 000 units

with **better solution** and with **SAVING** of 1 000 000 units

thanks to justly PAID WORK at a cost of 120 000 units

COSTS for CLIENT

30 000 units

20 000 units

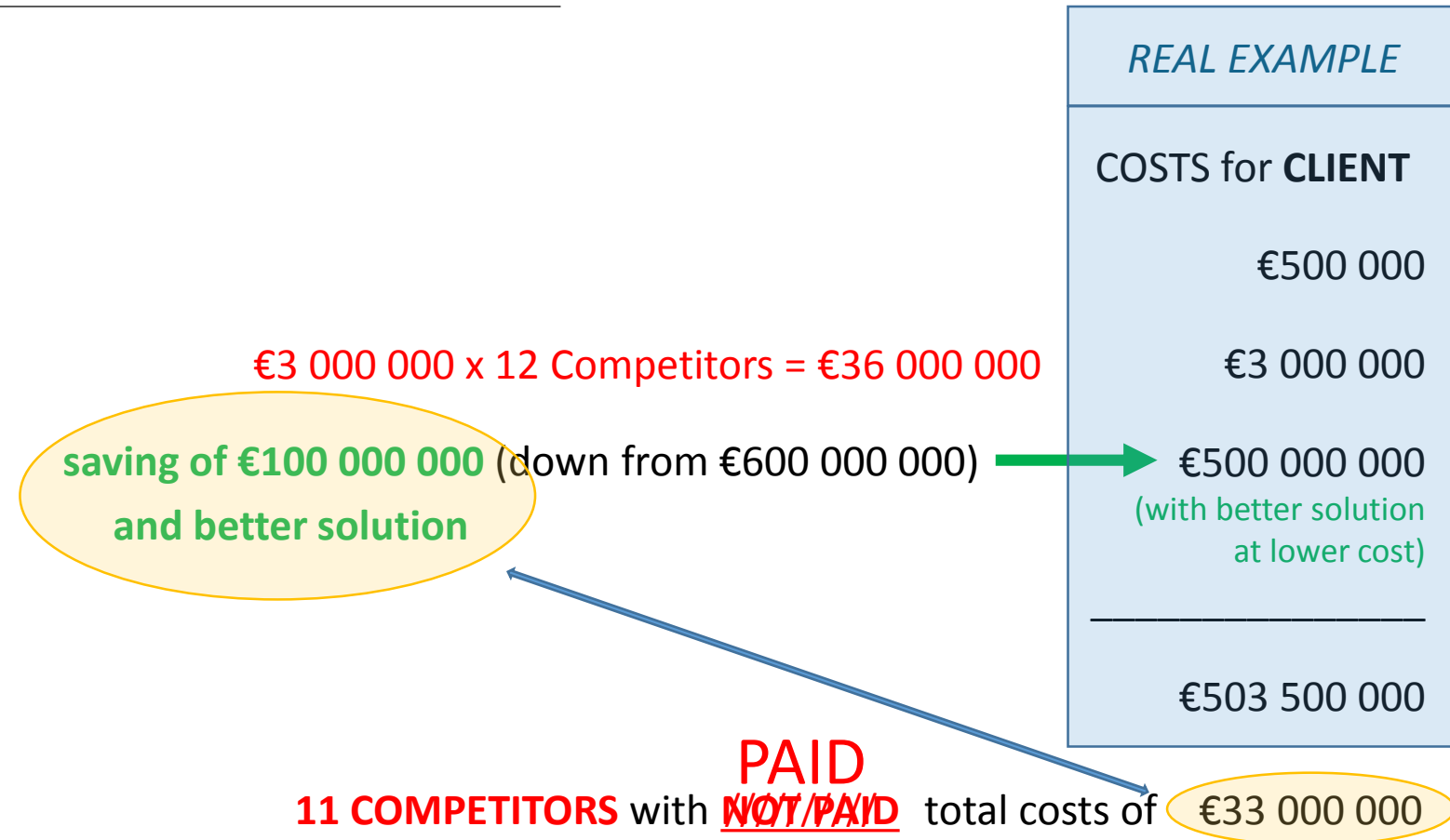
11 000 000 units
(with better solution
at lower cost)

11 050 000 units

6 COMPETITORS costs, justly PAID 120 000 units

Procurement in design and in construction: **competition for a better and fair World**

SLAVERY



**Procurement in design and in construction:
competition for a better and fair World**

MUITO OBRIGADO