FACTORS AFFECTING THE FOLLOWING TENDER GOVERNMENT CONTRACTORS

Name : Chandra Ariyanto
Nrp  : 3105 100 003
Department : Civil Engineering FTSP-ITS
Supervisor : Yusroniya Eka Putri, ST, MT.
            Ir. Retno Indriyani, MS.

Abstract

Contractor needs to get a project is very important, this is because that the contractor can continue to operate. The way to get the project was the contractor must participate in the tender that runs from the owner. In the execution of this construction project, a project profitable for the contractor and there are also projects that harm to the contractor. Therefore, the contractor should be able to decide whether to bid or not.

The research was conducted in an effort to determine the dominant factors affecting a contractor in the decision to participate in government tenders. The study was conducted by distributing a survey through questionnaires to the respondents, ie project managers or competent to fill the questionnaire. The survey is conducted twice a preliminary survey that is used to identify factors that affect the contractor's bid, and the main survey respondents who requires 30 contracting companies to determine the dominant factor. Analysis of data using descriptive statistical analysis methods, namely severity index.

From the result showed that the dominant factors affecting a contractor in the bidding conducted by the government, namely the availability of initial capital amounting to 94.17%, and delays in project completion that is equal to 90.00%, relationship with the owner of 89.38%, 88.33% Confidence in
ability, and The power company's 87.50%.

Key words: dominant factor, Contractor, Severity Index, Government Tender