Case study 3 – Kombs Engineering 12.10.2023

***Question 1***

***What was the reason for the loss of the contract***

Did not do a proper project management plan for the 5 year tender.

Did not keep up with technology and improvements. These are big contracts and you need to have a plan in place for meeting deadline, and managing the performance of the team

This small company was given the opportunity to perform and improve their business module and seems that they did not meet the requirements you would expect.

As the company grow, it is important to grow with the technology enhancements, move over to digital platforms, and meet market demands

***Question 2***

***Could this have been averted?***

Yes, get a project team that will focus on the project for Kombs, ensure they meet all the requirements requested by the tender.

Develop a project team, since you have many smaller contracts/project this will benefit the entire organization, provide structure and commitment to the Supplier

***Question 3***

***Does it seem realistic that proposal evaluation committees could consider project management expertise to be as important as technical ability?***

Yes, it shows commitment and how you intend to complete the project timing an EFF taken into account for this project.

Depends on the success of the project.

Having a project management plan in place, will show the DOE that we have all our ducks in a row and prepared for the new tender, no doubt about our technical ability but as a company with bigger contracts and staff we should be able to manage and track the performance of the project and team members. This ensures that all deadlines/milestones are completed on the committed dates.

Should any changes be made to the tender request, we would have proper change control channels to follow and a CCB to sign of on the amendments, this will most probable have an impact on out time line, budget and resources