

Local suppliers should participate in bidding processes so as to acquire expertise for bigger projects, Sarah Aanyu writes.

Some local suppliers have missed out on lucrative deals because of operating on a small-scale. Procurement could be the only way to save them from being ignored because their platforms are open for any supplier as long as they prove that they are capable of doing business.

According to Mr Simeon Wanyama, procurement officer in Kampala, local suppliers should maximise potential platforms to achieve their targets.

"Much as the Public Procurement and Disposal of Public Assets Authority is trying so much to secure some deals for the local suppliers, they too need to up their game. There is no way a bigger firm will compete for a bid with all the necessary requirements if they are ignored just because they want to give a chance to a local small supplier," says Mr Wanyama.

He advises the local firms to partner with the large firms and have shared contracts so that they can get exposed to experience. Another procurement officer Patrick Bililil encourages the local suppliers

Using procurement to promote local suppliers

to participate in bidding processes because that is how they can get exposed to the contractors.

"But this process usually requires the firms to know the requirements

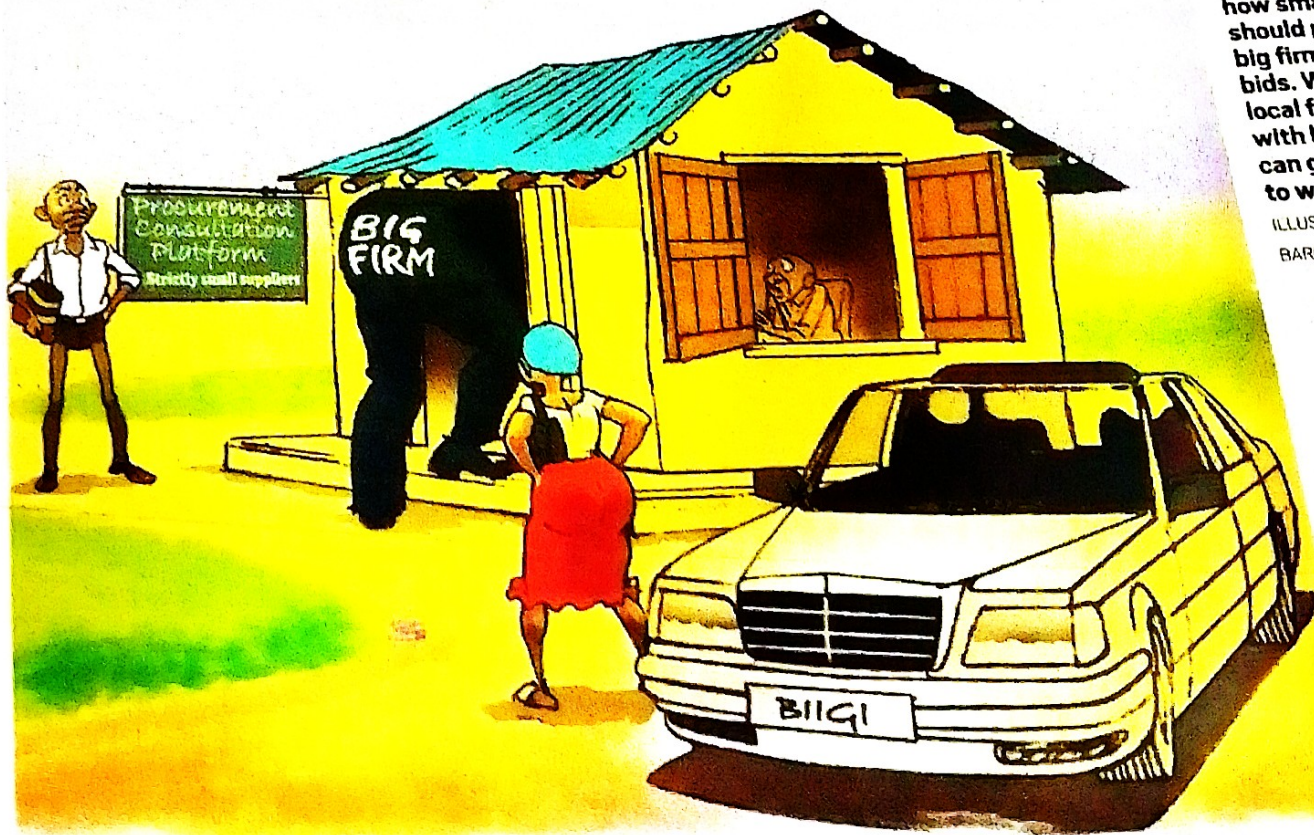
so that they are not out competed by the already experienced large and international firms," he says.

Local firms should look out for available bids so that they can com-

pete to attain them. That is how they can grow and get more experience that will eventually help them to handle bigger projects.

An illustration of how small firms should partner with big firms to win bids. When small local firms work with big firms, they can gain experience to win other bids.

ILLUSTRATION BY DANNY BARONGO



FREE INFORMATION

Local suppliers should make use of a consultation platform to get the required information.