



**CONSTRUCTION
INDUSTRY
FEDERATION**

AUGUST 2024

CONTRACTORS & PUBLIC WORKS SURVEY



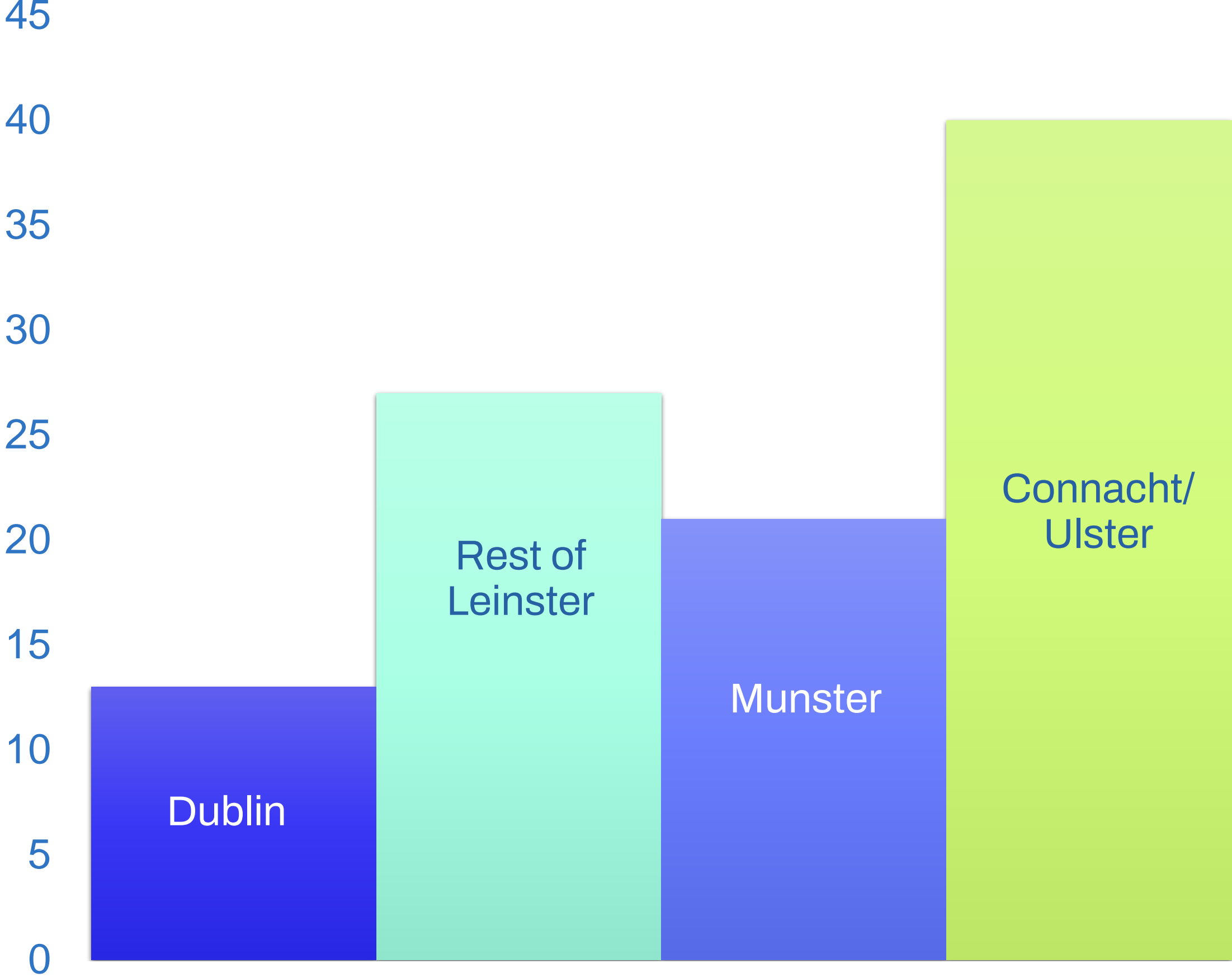
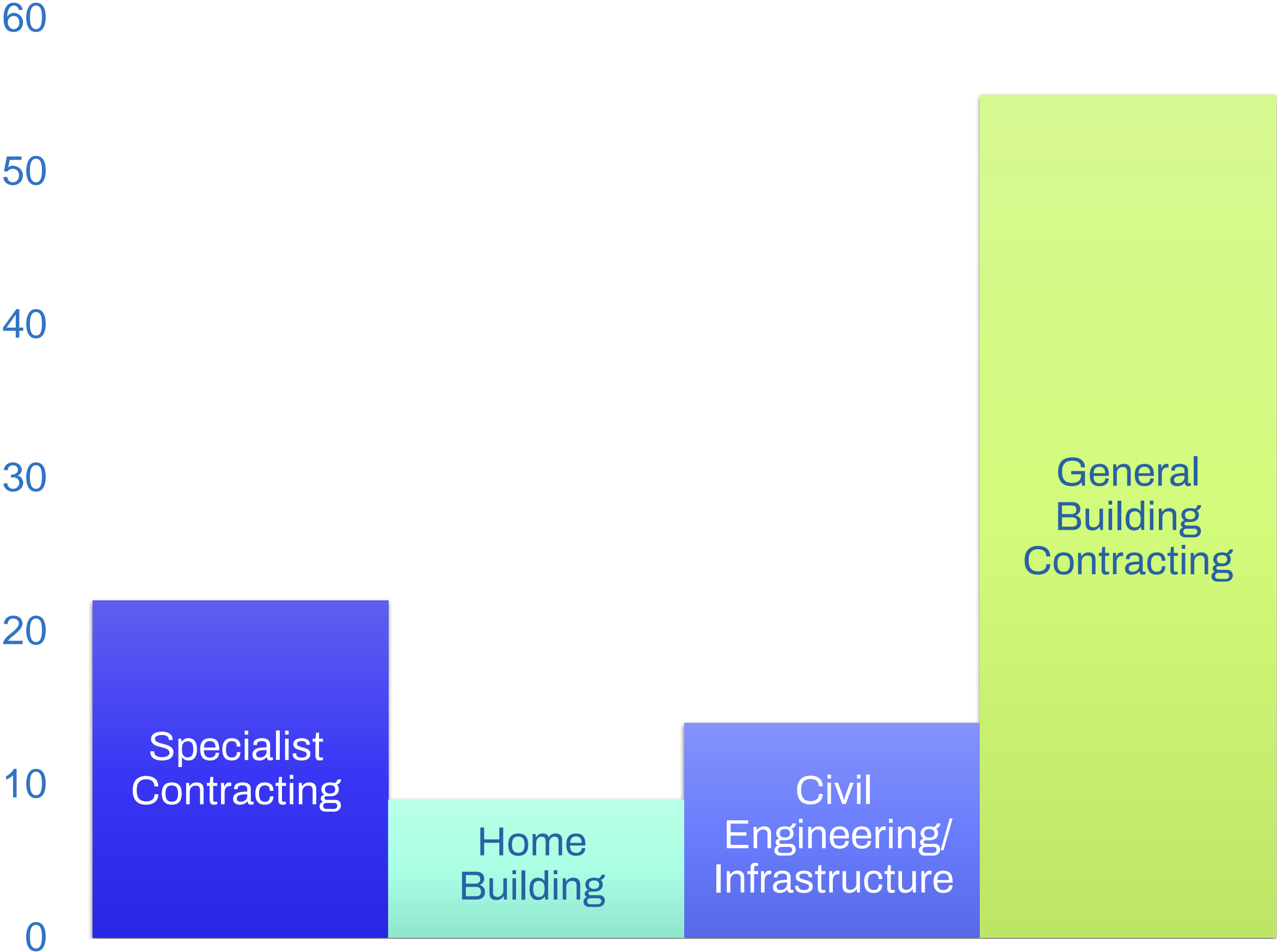
METHODOLOGY

This survey set out to measure contractor involvement in public works and the challenges faced by construction companies entering procurement processes for public infrastructure projects.

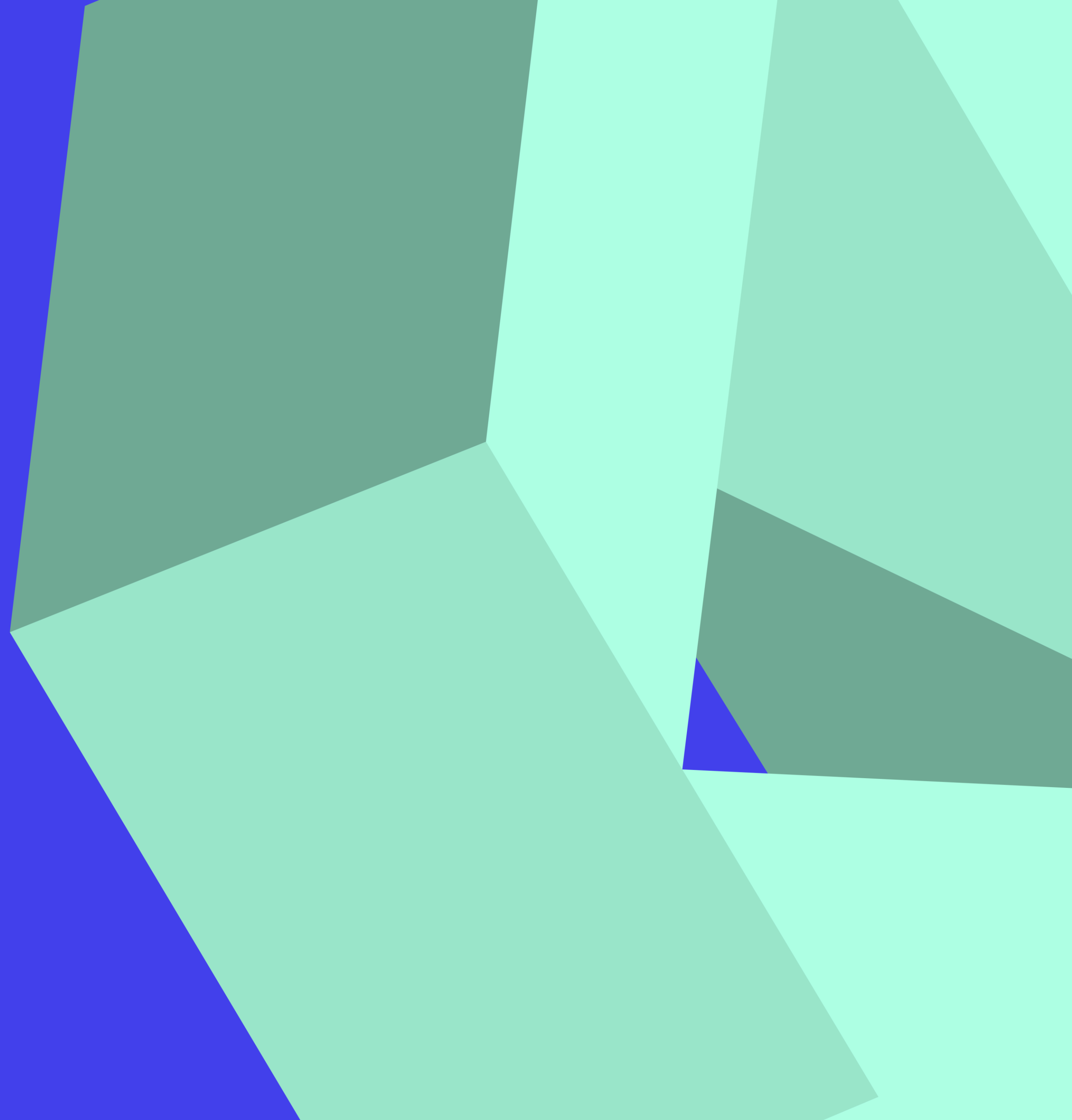
- ▶ Research was conducted via an online survey with CIF members.
- ▶ A sample of 221 companies was achieved.



SAMPLE BREAKDOWN BY COMPANY CATEGORY

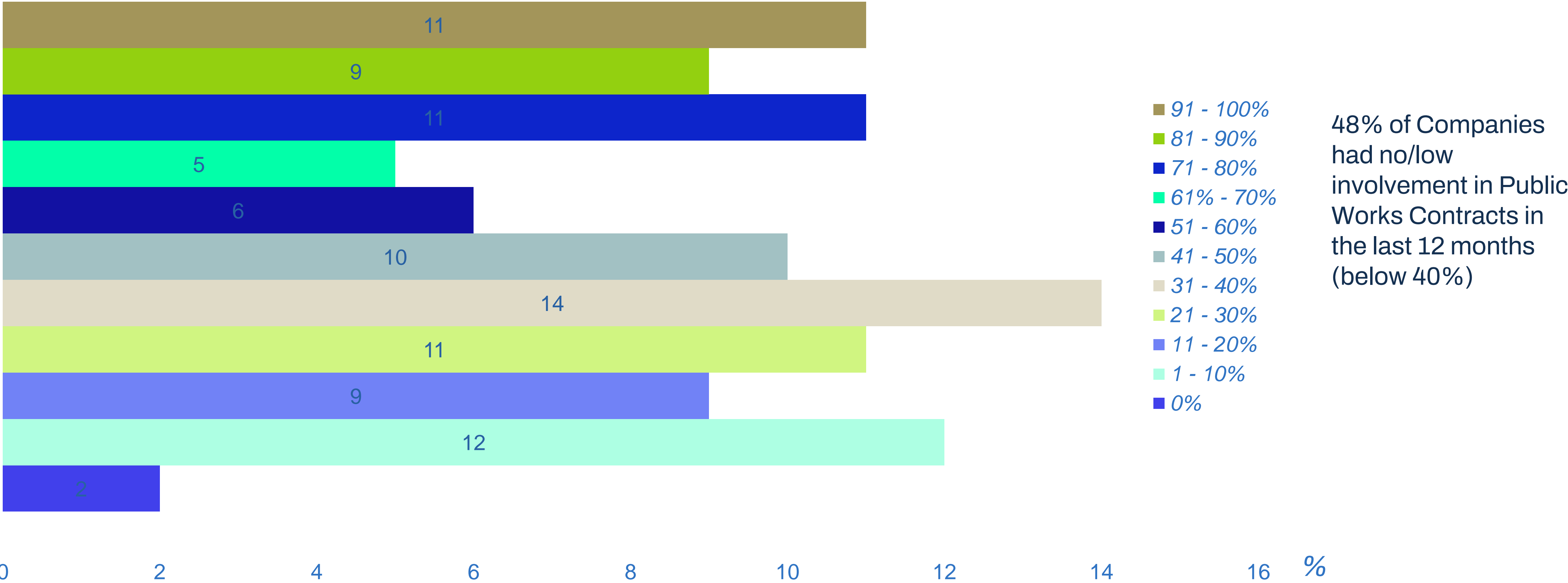


KEY FINDINGS



PUBLIC WORKS CONTRACTS AS A % OF TURNOVER - LAST 12 MONTHS

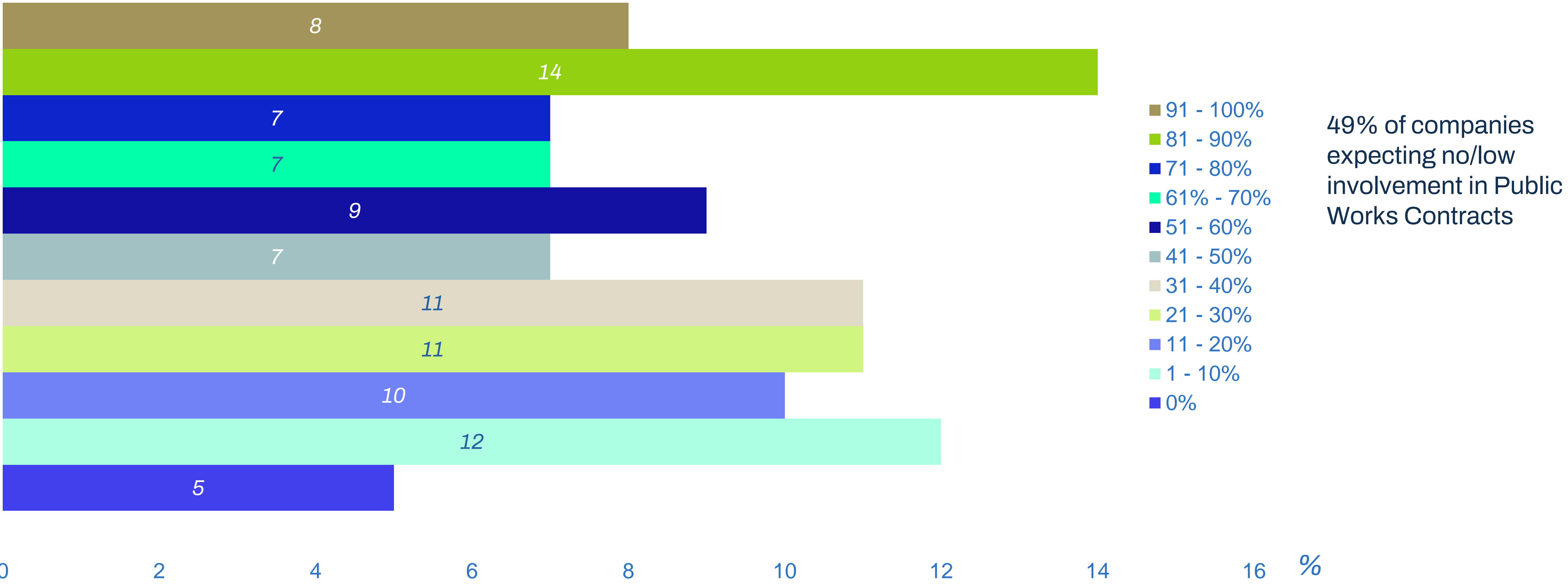
In the last 12 months, approximately what % (based on turnover) of your order book was from public works contracts?



Base: Total Sample n=132

PUBLIC WORKS CONTRACTS AS A % OF TURNOVER - NEXT 12 MONTHS

In the next 12 months, approximately what % (based on turnover) of your order book will be from public works contracts?



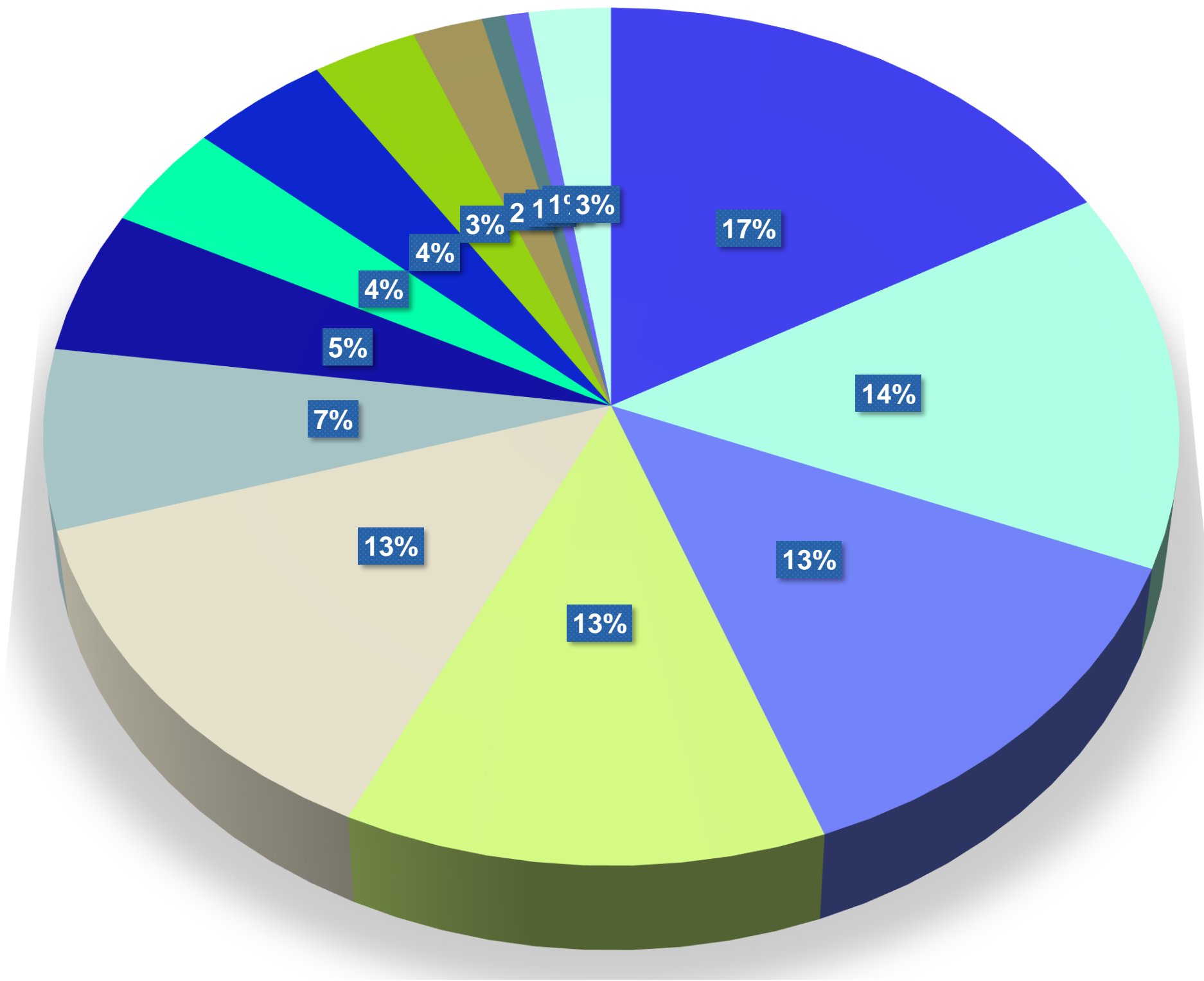
Base: Total Sample n=132

PARTICIPATION IN PUBLIC WORKS CONTRACTS

The key reasons for not having undertaken any public works contracts in the last two years were bureaucracy and cost concerns.

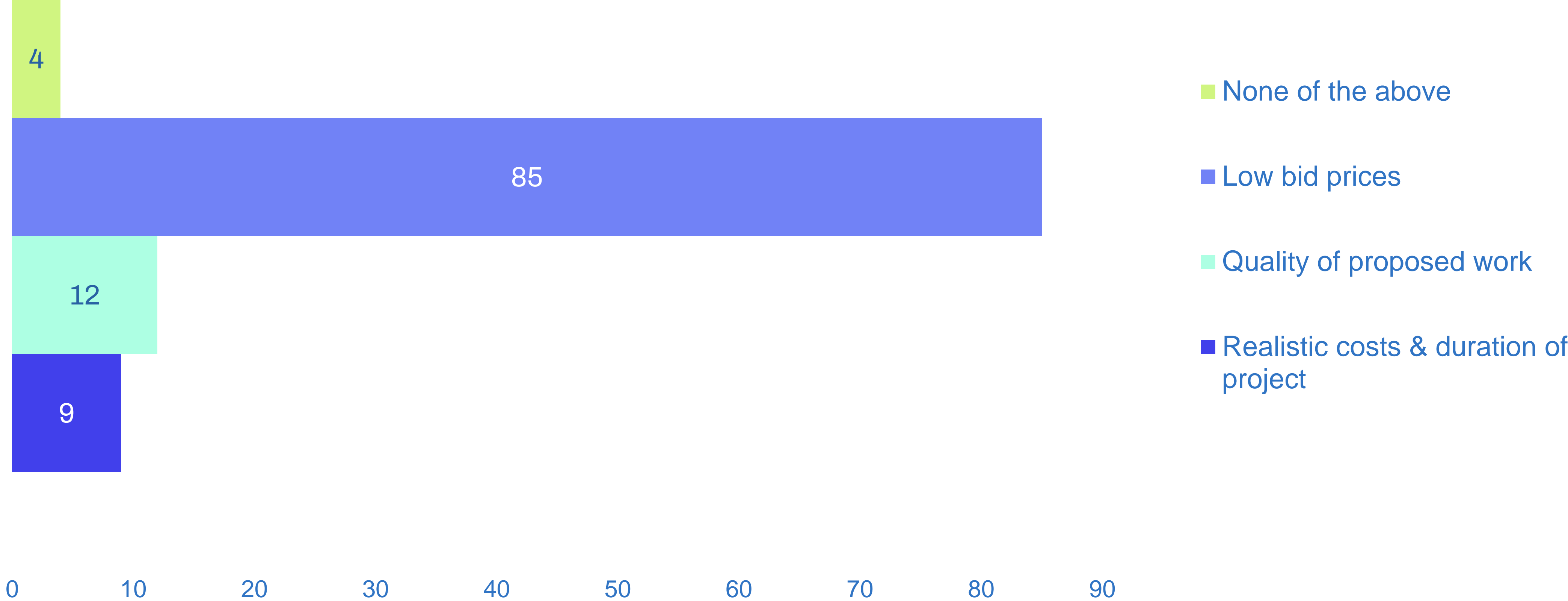
KEY REASONS

- Too much bureaucracy involved
- Administrative burden
- Margin on PWCs too low
- Lowest price award criteria
- Cost of tendering
- PQQ criteria are onerous
- Delays in the awards of tenders
- Impact of cost increases during validity period
- Too long to complete
- Lack of collaboration
- Cancellation of tenders
- Lack of dispute resolution procedures
- No contra proferentum rule
- Other



PUBLIC WORKS CONTRACT FOCUS

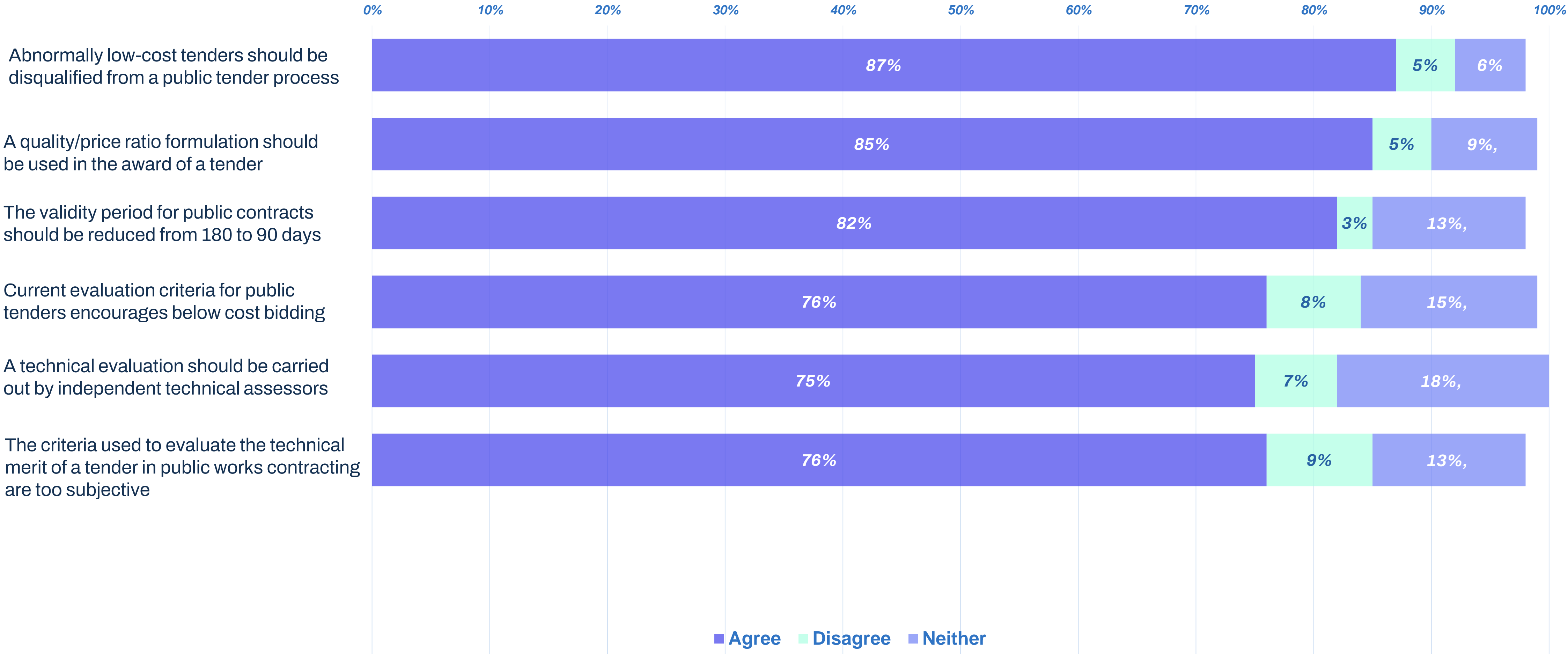
Based on your company's experience, which of the following do public tender evaluations tend to reward more?



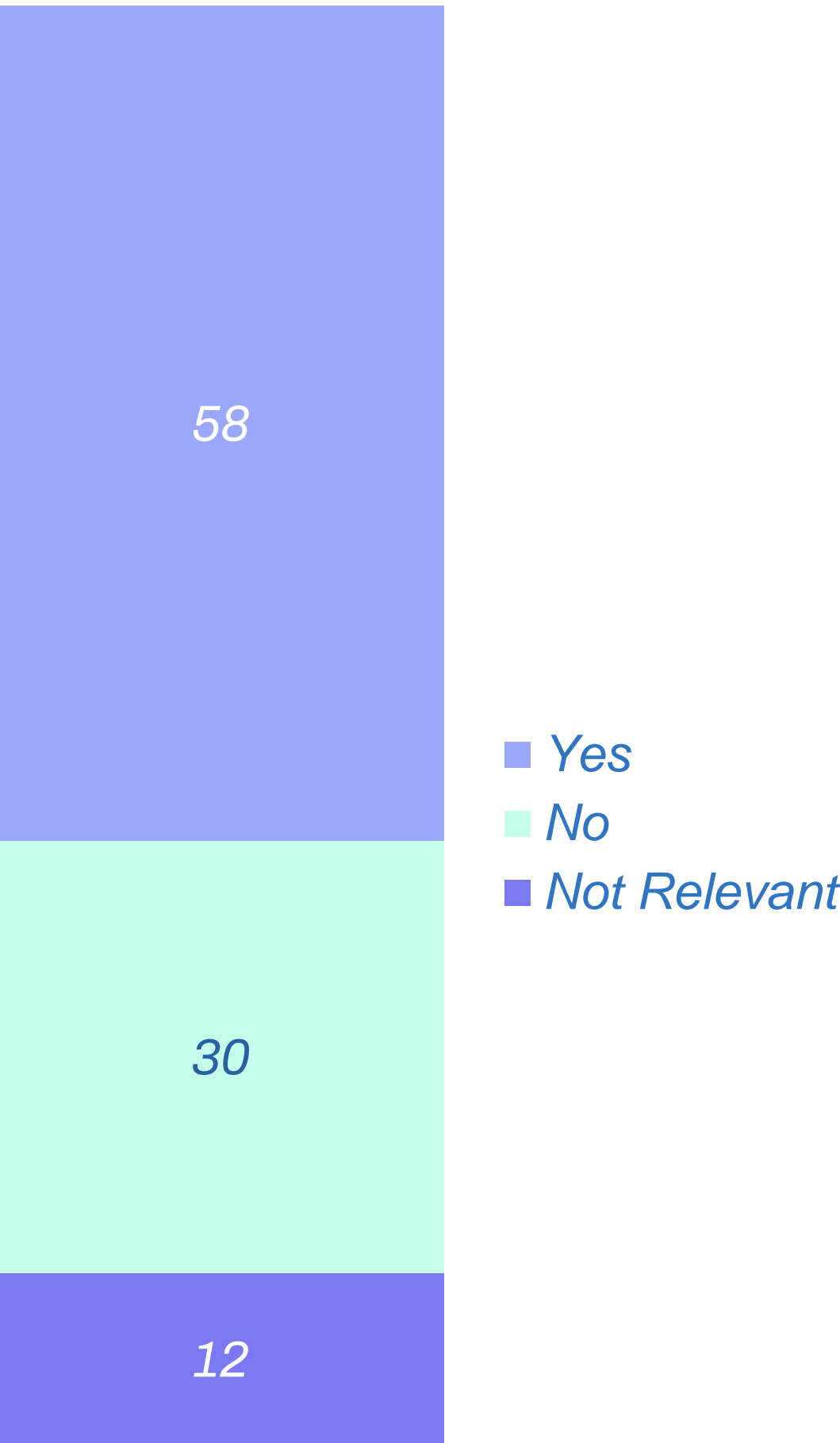
Base: Total Sample n=136

ATTITUDES TOWARDS PUBLIC WORKS CONTRACT

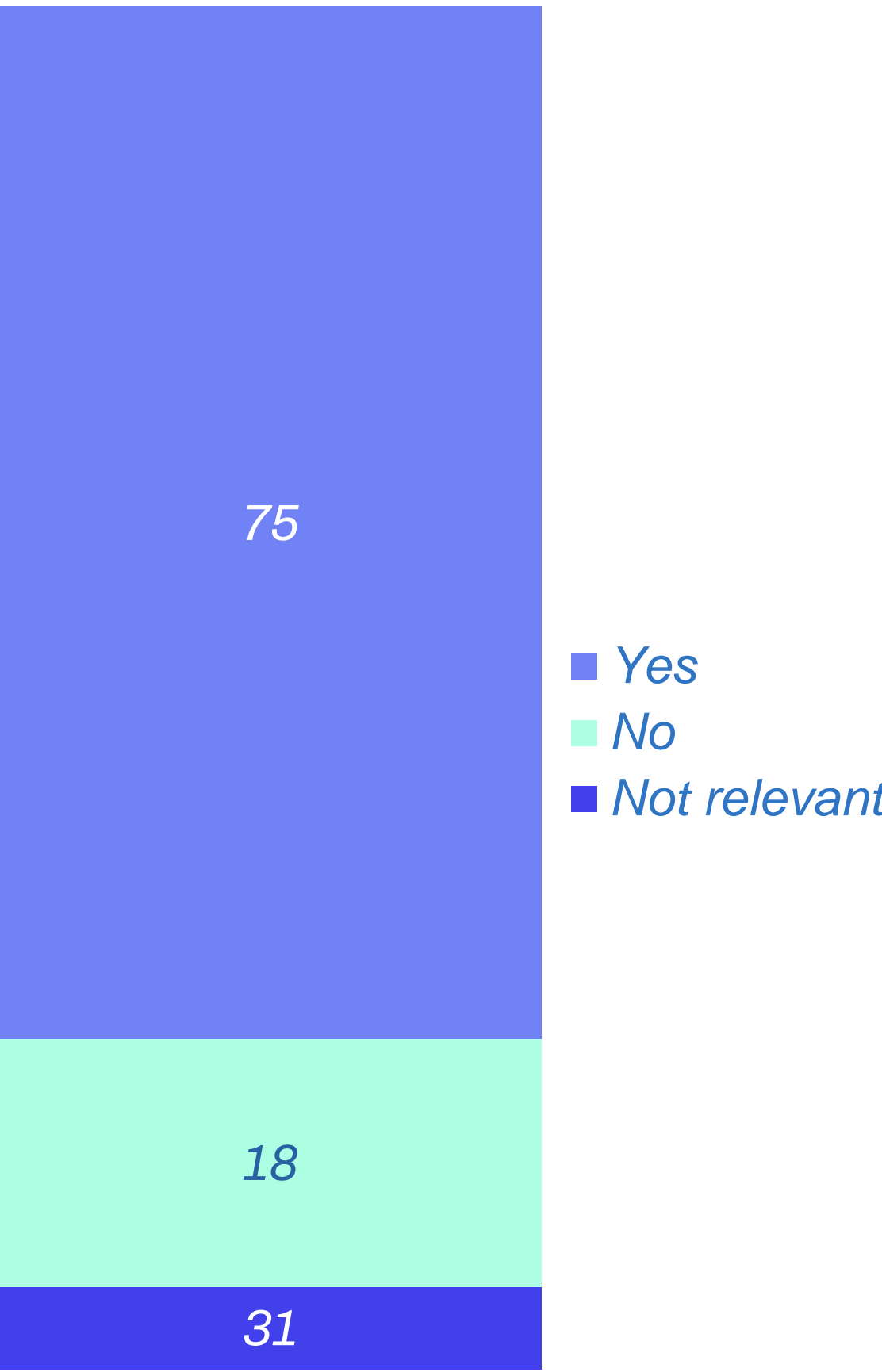
Companies expressed clear concerns regarding the evaluation criteria employed in the Public Works Contract, particularly around below-cost bidding, price/quality, validity period, and the subjectivity of the process.



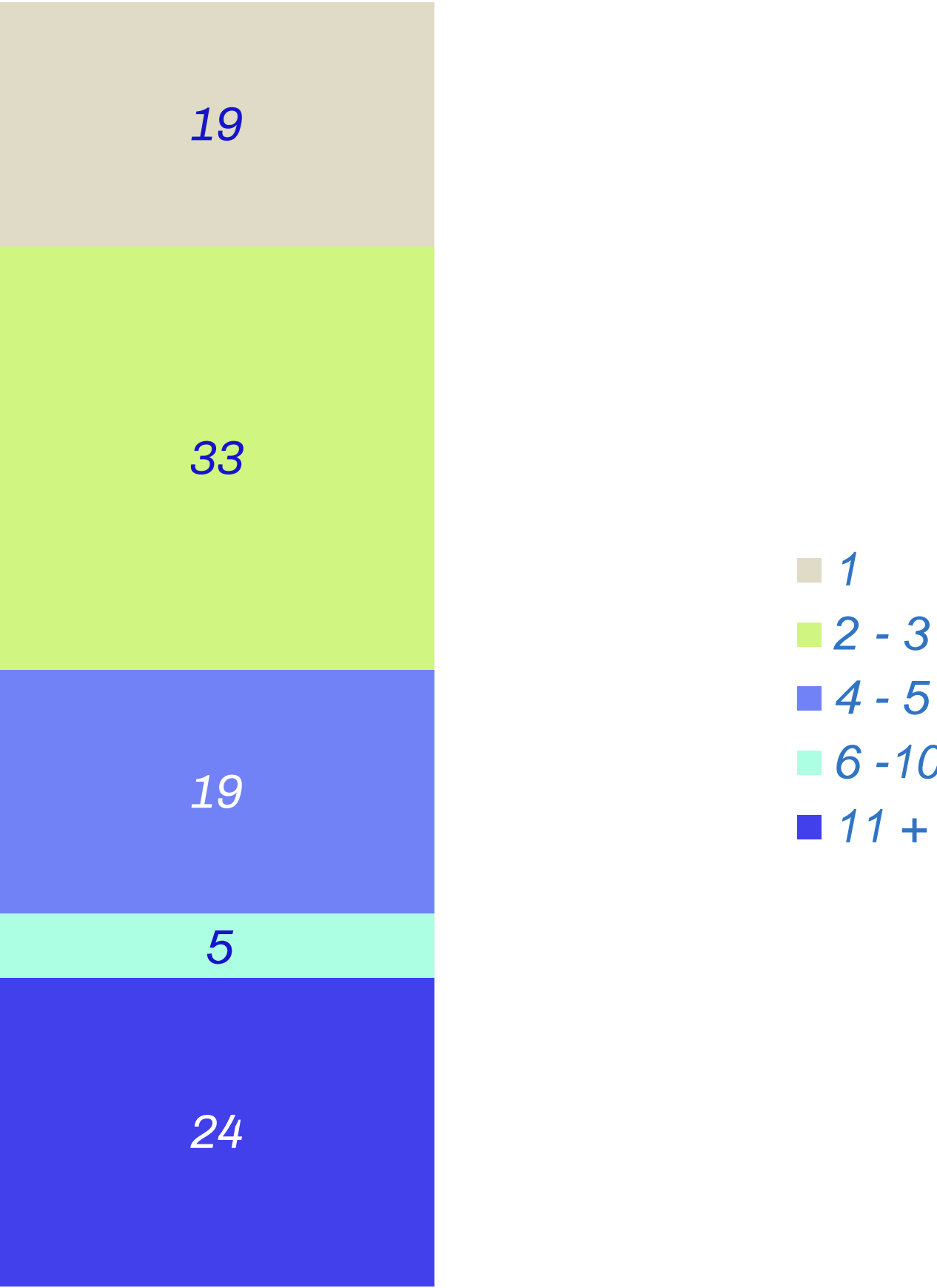
CONTRACTOR ASKED TO TAKE ON RISK



In the last 24 months, have you as a contractor on public works contracts been asked to take on the risk for inaccurate and/or incomplete background information provided to you by the Employer/Contracting Authority?



Has the Employer/Contracting Authority benefited in any way from providing you with inaccurate and/or inconsistent background information?



In the last 24 months approximately, how many times on public works contracts, has the Employer/Contracting Authority benefited from providing you with inaccurate and/or inconsistent background information?

Base: Total Sample n=132

THANK YOU

Get in Touch

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