



THE INSTITUTION OF ENGINEERS, MALAYSIA

Bangunan Ingenieur, Lot 60/62, Jalan 52/4 Peti Surat 223. 46720 Petaling Jaya, Selangor Darul Ehsan
Tel: 603-7968 4001/2 Fax: 603-7957 7678 E-mail : sec@iem.org.my IEM Homepage : <http://www.myiem.org.my>

Talk on "Tendering Process – the art and science of it. Why improper tenders are a project management nightmare ..."

Organised by: the Electrical Engineering Technical Division, IEM

Date : 21st July 2016 (Thursday)
Time : 5.30pm to 7.30pm (Refreshment will be served from 5.00pm onwards)
Venue : Auditorium Tan Sri Prof. Chin Fung Kee, 3rd Floor, Wisma IEM
Speaker : Ir. Vignaeswaran Shanmuganathan

BEM approved CPD Hours: 2
Ref No: IEM16/HQ/239/T

PRESENTATION SYNOPSIS

All constructed buildings and installations begin with an intention to do so. These thoughts are generally crystallized into a Client / Consultant produced tender document and it is commonly known as the Intention to Bid (ITB) document by the bidder or contractor. The interested bidder then puts together a bid based on the scope of works within the ITB document for the project. Therefore, the bidder has to make an **INFORMED CHOICE / DECISION** based on the **RISK MANAGEMENT** of carrying out the project.

In most large companies, tenders are acquired by the Business Development unit for consideration. The management then, strategically selects the appropriate tender for the highest success rate. The Contract Services Dept., in association with the Procurement and Sub-Contractor's Department, then processes these selections.

However, most ITBs have elements of uncertainty to a certain degree. The fact that all ITBs are based on future activities gives rise to one form of risk or another. However, these probabilities must be bounded and cannot be inclusive of uncertainty, which is not bounded. Therefore, the tendering process includes the conversion of all or most uncertainty to risk.

Speaker's Biodata

Ir. Vignaeswaran Shanmuganathan, A specialist in Electrical and Business Information automation systems, has established his technical expertise in the design and implementation aspects of Distributed Control Systems (DCS), Supervisory Control and Data Acquisition Systems (SCADA), Substation Control System (SCS) and has published several international papers on them.

He has to date undertaken 'unbelievably' numerous tenders as part of his career path. The tenders were in a wide area of industry sector and leveraged on his electrical, instrumentation and industrial control expertise. His interest in information systems and subsequently project management has led him to present an 'out of the box' project and information management paper to the Institution of Engineers, Australia, as part of his Australian chartered certification.

He has a wide area of experience in the Oil & Gas, Building Services, Utility, and Mining electrical engineering. In addition, he has worked overseas in a USD 3 billion dollar Saudi Arabian King Saud University project. He has accumulated a passion for cross-discipline applications, tendering, automation, advanced information systems and project management.

Ir. Yau Chau Fong
Chairman
Electrical Engineering Technical Division, IEM

ANNOUNCEMENTS TO NOTE:

- Preferential admission to talk shall be accorded to IEM members (**pre-registration and online registration are NOT required**).
- **Non members** may also attend the talk but will need to pay a registration fee of **RM50** and an administrative fee of **RM15**. GST is inclusive.
- Members of affiliated organisations upon producing their membership cards will be exempted from paying registration fee. Administrative fee is nevertheless applicable.
- Limited seats are available on a "first come first served" basis (maximum 100 participants).
- IEM members are reminded to produce membership cards for confirmation of attendance (CPD purpose) failing which a fee of RM25 will be imposed. GST inclusive.

ADMINISTRATIVE FEE

- Kindly be informed that an administrative fee of **RM15** is payable for talks organized by IEM. GST is inclusive.
- The fee would be used to cover overhead costs, building maintenance expenses as well as contribute to Wisma IEM Building Fund.
- All contributions will be deeply appreciated by IEM.
- Student Members are however exempted.

PERSONAL DATA PROTECTION ACT

I have read and understood the IEM's Personal Data Protection Notice published on IEM's website at <http://www.myiem.org.my> and I agree to IEM's use and processing of my personal data as set out in the said notice.

CPD HOURS CONFIRMATION

Name:

Membership No:

Signature: