ABSTRACT

With the rapid proliferation of Information Technology and Internet, many business communications and functions are being handled in the electronic format including the tendering procedure. By leveraging on the distinct characteristic of Internet, this new process like electronic tendering can transform a traditionally "brick and mortar" industry to one that is more streamlined, paperless and efficient.

The global construction industry is one of the top three industries in the world. Yet it lags far behind other industries in the adoption of computer and Internet technology. As a whole, this industry is price-sensitive, resistant to technology and risk-adverse. But change is necessary for an industry that has grappled for years with inefficiency in their traditional and paperbound ways. And technology will be the greatest driver the industry has ever seen. Industry players that do not join in this e-revolution will find themselves being overtaken by others. However, many construction firms have remained hesitant about venturing into this new age, although it is not for lack of investment. Various initiatives both by the government and the industry have been launched but they are finding difficulty in changing the industry. Hence, the overall aim of this study is to identify and study the engines of change driving the construction industry towards the adoption of electronic tendering, establishing its benefits and proposing strategies to achieve the intended targets. The research is mainly based on information extracted from relevant books, articles, internet and detailed survey on the local construction firms.

The findings suggested that electronic tendering does have a significant positive impact on the traditional tendering method. Results of an industry survey undertaken in this dissertation also revealed key barriers that technology adopters faced. Hence, there lies a great potential for electronic tendering in becoming the main form of procurement option in the coming years, if the industry can focus and tackle the appropriate obstacles ahead.

Keywords: Electronic tendering, electronic commerce, Information Technology