



**GENERAL CONTRACTORS ASSOCIATION OF OTTAWA  
L'ASSOCIATION DES ENTREPRENEURS GÉNÉRAUX D'OTTAWA**

*"Building a Greater Ottawa"*

**9 Antares Dr., Ottawa, Ontario, K2E 7V5**

**[www.gcaottawa.com](http://www.gcaottawa.com)**

**June 1, 2021**

**RE: GCAO position on the release of un-official tender results**

To whom it may concern,

The purpose of this letter is to provide awareness to the buyers of construction and their procurement authorities of the importance of releasing tender results in a timely fashion to bidders to facilitate better tendering outcomes.

With the emergence of the COVID-19 pandemic, many procurement teams have risen to the challenge of quickly redeveloping their tendering processes to deliver these services in a digital format for staff who are now working from home. Most of these changes have been a welcome improvement by bidders who are now able to submit tender forms online without relinquishing an internal staff member to attend a physical drop-off and/or risking making a mistake in transposing critical price information. That said, it has been noticed that a very important element of the tendering process, namely the timely release of tender results, has been somewhat neglected in this changeover, with many procurement authorities either forgetting to release results to all bidders, taking too long to release results, or simply choosing to ignore this practice.

While the timely release of tender results has always been a crucial element for bidders, this information has become more critical in an increasingly uncertain and volatile construction market. Many General Contractors are being invited to bid multiple jobs per week, and the allocation of internal resources for upcoming work is often dependant on having these results in a timely fashion. Further, this information helps bidders in understanding how competitive their bids are in order to make changes and improve their future bids, which again is vitally important when closing multiple bids in quick succession.

The GCAO has always championed the timely release of un-official tender results as a cornerstone of open-ness, fairness and transparency for public and private buyers of construction and is indeed seen as an industry best-practice. Project owners who consistently release tender results are seen as trusted and impartial buyers of construction which typically generates an increase in interest and more competitive pricing from bidders. In fact, our Members will quickly attest to the improved outcomes for both parties in releasing tender results.

As the market outlook remains very strong for the Construction sector for the foreseeable future, the GCAO would request that all buyers of construction implement a policy of delivering

un-official tender results to all bidders as soon as possible after the close of a tender, but no later than a week thereafter.

Please contact the Association if you wish to discuss this position further.

Best regards,

A handwritten signature in blue ink, appearing to read 'Alessandro Guarna', with a long horizontal flourish extending to the right.

Alessandro Guarna, CPA, CA  
President, Treasurer  
General Contractors Association of Ottawa (GCAO)

cc. Matthew Swann, 1<sup>st</sup> Vice President, GCAO, Tendering Practices Chair  
cc. John DeVries, President, OCA