

Nomenklatura(!) matters in ex-USSR

<https://en.wikipedia.org/wiki/Nomenklatura>

Join the Fight for fair competition

Procedural actions to avoid fair completion. Have you ever experienced it?

- 1 _ Local Consultant / Contractors join foreign contractors to "compete" for projects.
- 2 _ Foreign Consultant / Contractors prepare the Proposals + Bids together
- 3 _ ALL Parties will know the **financial Proposal** / Bid Prices of all Bidders.
No need to use steam to open the financial bids in advance. With the knowledge of the FIN bids, it is easy to **compute the technical scores** required for all bidders.

Methodology to by - Pass COMPETITION to get the Award of a Service Contract					
Service Financial Bid	Offer A	Offer B	Offer C	Offer D	
Value of Foreign Consultant FC, A ... B ... C ... D, say 55% of Bid Price	FCA	FCB	FCC	FCD	
Value of Local Consultant LC, A-Team, BT, CT, D-Team, say 45% of Bid Price	LCAT	LCBT	LCCT	LCDT	
Total Bid Price based on Ref = 100%	100	104	108	112	%
Scores = Bidprices div. by lowest Bid Price	100	96,15	92,59	89,29	S
Weigh Financial Offer = 20% * Scores >>> Fin Points	20,00	19,23	18,52	17,86	P
Employer receives the Bid Prices from Local Consultants to negotiate the Bargains of 10%-15% Bid					
Computation of the technical scores required to bring all the BiD Prices in an equal situation.					
Required Scores > just simulate with the Variable input = 91,92,93 , aso - download Excel file under www.ppe61.de/S+ByPassCompetition.xlsx	93,10	94,06	94,95	95,78	S
Weigh Technical Offer = 80% * Scores >>> Tec Points	74,48	75,25	75,96	76,62	P
Target : 20% FIN + 80% TEC for equal evaluation of all Bidders	94,48	94,48	94,48	94,48	=
Who pays most to the Decision-makers, receives the pre-computed [scores +1] in the technical evaluation.					
The local Consultants pay the agreed values to the decision-makers.					
Which counteractions are required to restore fair Competition?					
A_ Foreign Consultant should employ the LOCAL employees/freelancers directly to avoid Bid Price disclosure.					
B_ Donors should deploy neutral international "Evaluation" Teams, like Auditors.					
C_ What would you suggest, to find the way back to fair procurement procedures with appropriate Competition?					
Alternative Engineer's Brokerage with Material, Commission Labor leasing and Provisions Equipment rental www.ppe61.de/04.4+SCBD.pdf					

- 4 _ **Negotiation starts** with the Local Consultants and Decision-makers for the Award of Donor Service + Work Contracts. The deals are done like in Markets / Basar / Arab Sucs. The best bargain offer / bribe of the bidders wins the award. The Technical Scores will be adapted by ~ 0,05 above the max combined points of equal evaluation.
- 5 _ **Technical Evaluation with the required computed Scores** will be adapted to get the max combined points = 80%*tec +20%*FIN or 70%:30% or 90%:10%

To be continued next page (published under www.ppe61.de/S+ByPassCompetition.pdf)

- 6 _ Transfer of **fixed or current assets** to the decision makers is easy to organize: vehicles, apartments, travel, gold + diamonds
- 7 _ Do you think Donors are interested in Counter Actions to return the path to fair competition? Obviously, the Donor is only interested to earmark as much as money.
- 8 _ **Political will** must award Whistle blowers and Crown Witnesses with 10-15%.
More details about Whistle blowers and Crown Witnesses under [15.6+Trustee.pdf](#)
- 9 _ Expert input with low rate for Services is not the priority #01 >>> Brokerage of Sub-Contractors, commission of labour lease, and provisions for equipment rental is the **objective of financial management**.

Which counteractions are required to restore fair Competition?

- A _ Foreign Consultant should employ the LOCAL employees / freelancers directly to **avoid Bid Price disclosure**
- B _ Donors should deploy **neutral international "Evaluation"** Teams, like Auditors.
- C _ Whistle-blowers / Crown witness – we help as trustee to keep the identity closed during the process, or do you want to **blackmail culprits** with a share of **50%**?
- D _ Search and utilize Loopholes to **evade tax payments** whatsoever
- E _ Consultant shall recover his bribes by **Brokerages with Material** due to Specification changes. Commissions for **Labour leasing**. Provisions for **Equipment rental** or declared and **Engineer's instructed nominated Sub-Contractor** in compliance with SC05.1 and SC13 [Variations] to please the interests of friends of government officials and themselves > Sub-Contractor Break down of **20% "middleman service fee"** > www.ppe61.de/04.4+SCBD.pdf
But this method does not help the mass of construction folk. Still exploited.

What would you suggest, to find a transparent way back to fair procurement procedures with appropriate Competition?

Your response to Emma@ppe61.de will be strictly confidential dealt with.

References:

www.ppe61.de/S+ByPassCompetition.XLSX to use Excel spread sheet for Simulation

www.ppe61.de/15.6+Trustee.pdf The company supports whistle-blowers and Crown witnesses with non-disclosure of the identity and will recover 10-15% award of recovered fixed and current assets.

We need more scout / spotters in a positive sense, to collect data to fight against exploitation ...

Listen to this MfS-GDR- song at youtube.com "Kundschafterlied" (STASI 1986) and **Chekists in russischer Sprache** <https://www.youtube.com/watch?v=coNN1wAbkKA> with English sub-title.

This document can be downloaded under www.ppe61.de/S+ByPassCompetition.pdf