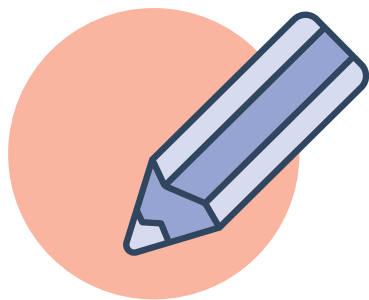
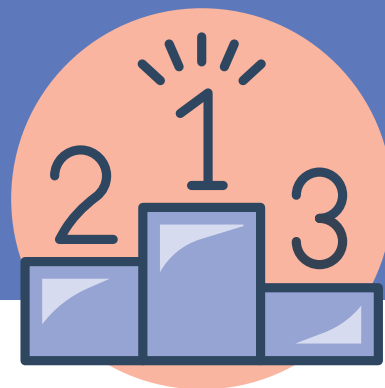


# Detecting & Preventing Bid-Rigging in Ireland



## Types of bid-rigging

### **BID SUPPRESSION**

Firms who would normally be expected to tender for a contract agree not to submit bids or else withdraw their bids. This results in another party's tender being selected instead.

### **COVER BIDDING**

Competitors submit artificially high tenders that cannot be selected. This allows for one of the other firms to win the contract. They give the appearance of a genuine process but it is never intended for these bids to be selected.

### **BID ROTATION**

Firms take turns winning business and being the designated successful bidder.

## Warning signs: What to look out for

### **BID PATTERNS**

- Some tenders may be much higher than published price lists
- Certain tenderers never win in particular geographic areas
- Fewer competitors than normal
- Pattern of recurring low tenders
- Winning bidder frequently subcontracts work

### **PRICING IRREGULARITIES**

- Unexplained price difference between winning tender and other tenders
- Exchange of information between competitors
- Competitors submit identical tenders
- Sudden increases or changes in price

### **SUSPICIOUS BEHAVIOUR**

- Irregularities in the proposal
- Two or more competitors file a joint tender
- A bidder submits the tender of a competitor
- Competing tenderers meet before a submission deadline

## How to prevent it

### **EXPAND THE LIST OF BIDDERS**

More suppliers can reduce the effectiveness of coordination between competitors

### **CHOOSE BETWEEN EQUAL TENDERS**

Where bids are equal, the contract should be retendered or the business awarded to one of the tied bidders

### **KEEP THE PROCESS SECRET**

The identity of proposed bidders and estimated value of the contract should not be disclosed

### **EDUCATE STAFF AND KEEP RECORDS**

- Procurement and contract personnel should understand the different forms that bid-rigging can take
- Keeping procurement records can be useful for checking for bid-rigging patterns
- Staff should know how to get in touch with the CCPC if they suspect collusion

## CONTACT DETAILS

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[www.ccpc.ie](http://www.ccpc.ie)

Make an anonymous complaint at  
[report.whistleb.com/ccpc](http://report.whistleb.com/ccpc)



## PRESENTATIONS

If your business would like a presentation on how to spot bid-rigging, contact [info@ccpc.ie](mailto:info@ccpc.ie).