



HOPE Foundation's
Finolex Academy of Management & Technology, Ratnagiri
Electrical Engineering Department

One-day workshop on Estimation and Tendering

The Department of Electrical Engineering held a one-day workshop on 'Estimation and Tendering' on 26th March, 2019. Shri. Rajesh Shirsat, Regional Head (West), Godrej & Boyce MFG. Co. Ltd. was the speaker. Total 68 students from final year Engineering participated in the workshop.

In the first session, to make the students understand the seller and buyer relationship, one student was asked to declare the specifications of mobile to be purchased and rest were asked to search google for the best quote. Then with the comparison of various specifications quotations by different sellers, how to make accurate decision was demonstrated. Later, the principle of tendering was explained followed by a discussion on the process of tendering, tendering documents, EMD and commercial aspects. During the second session, types of tender with example, global and domestic tender, physical and e-tendering were explained in details. The tender notices and corrigendum were demonstrated.

In post lunch session, an activity was arranged wherein 10 groups of 4 to 6 students were formed who were asked to form their own company. A tender notice was given to them to calculate the price and submit the tender. At last, the tenders were opened in front of the company representatives and the entire procedure of checking EMD, evaluating techno commercial Bid, opening of price Bid and award of tender to L1 was demonstrated. The disqualified companies were told about their mistakes.



Shri. Rajesh Shirsat demonstrating seller-buyer concept by simple example.



Shri. Rajesh explaining the basics of Tendering



Opening physical tender and discussion with CEO of company about the mistakes