

**INFLUENCE OF COMPETITIVE TENDERING PRACTICES ON PROCUREMENT  
PERFORMANCE OF SUGAR COMPANIES IN KENYA**

**SHERYL WASWA**

**(sherylwaswa2@gmail.com)**

**(Corresponding Author)**

**DR. MIRIAM THOGORI**

**Lecturer: Jomo Kenyatta University of Agriculture and Technology (JKUAT), Kenya**

**ABSTRACT**

Competitive tendering practices have been deployed in sugar manufacturing companies in Kenya in an effort to achieve procurement performances in sugar companies in Kenya. The main objective of the study was to determine influence of competitive tendering practices on procurement performance of sugar companies in Kenya. This study adopted descriptive survey research design. The target population was 8 sugar companies. The study population was 135 officers in procurement and supply chain units in the companies. The study considered a census survey where all 8 sugar companies were considered in the study. Data collection was done using structured questionnaire. Descriptive analysis was done in the form of frequencies, percentages, means and standard deviation. Further inferential data analysis techniques correlation and regression statistics was used to determine relationship between competitive tendering practices and procurement performance in sugar manufacturing companies in Kenya. The study established that supplier evaluation had a significant, negative relationship with procurement performance of sugar companies in Kenya. Findings revealed that contract management has a significant and positive influence on cost efficiency, reduction in procurement operation cost, free flowing order fulfilment and increase quality supplies in sugar companies in Kenya. Also, Regression revealed that tender record management had a significant positive influence on procurement performance in sugar companies in Kenya. Further, results established that compliance with tendering regulations has insignificant influence on procurement performance in sugar companies in Kenya. The study concluded that supplier evaluation has significant, negative relationship with procurement performance of sugar companies in Kenya. The study concluded that contract management and record management has a significant and positive influence on procurement performance of sugar companies in Kenya. The study also concluded that compliance with tendering regulations has an insignificant influence on procurement performance of Sugar Companies in Kenya.

*Key Words: Competitive tendering, Suppliers evaluation, Contract management, Tendering Records management and Procurement performance*