



INFLUENCE OF SUPPLIER EVALUATION CRITERIA ON THE PERFORMANCE OF NAIROBI CITY COUNTY GOVERNMENT, KENYA

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ABSTRACT

Poor organisation performance on its part contributes to rising inefficiency as well as costs and competitiveness of the procurement function. There is adequate information in the public domain that has proven undue influence in award of tenders that is negating the need for the evaluation criteria but later leading to inflated project costs, quality concerns and even abandoned projects. The objectives of the study were to determine the influence of supplier financial resource on the performance of Nairobi City County and to assess the influence of supplier commitment on the performance of Nairobi City County. The study was anchored on the benchmarking theory and transaction cost economics theory. The study used a descriptive survey research design. The target population was 541 staff working in procurement and supply chain unit in the Nairobi City County. A sample size of study was 230 procurement staff. Researcher used questionnaire to collect responses from the county government officials. The study used both descriptive and inferential data analysis techniques. Descriptive statistics such as mean and standard deviation were used. Multiple regression models were used to determine the influence of supplier selection criteria on performance of Nairobi City County. The findings revealed that supplier's financial resources criteria in selecting suppliers significantly contributed to performance of Nairobi City County in Kenya. The findings revealed that supplier's commitments contributed to performance Nairobi City County in Kenya. Selection of suppliers based on supply financial capability and suppliers commitments as critical criteria determinants for selection of supplier's impact on firm performance in Nairobi City County, Kenya.

Key Words: Supplier evaluation Criterion, Suppliers' Financial resources, Supplier Commitment, Performance of Nairobi City County