

to evaluate the suitability of interested developers to be invited to bid. This evaluation comprises a review of all potential developers' business, financial and technical track record. Based on the evaluation, a maximum of three prospective developers are invited to submit a detailed tender for the project, wherefrom one is selected.

The restricted procedure is transparent and not time-consuming. It also obviates the need to vet detailed tenders submitted by several third parties.

### 2. *Innovative Idea*

Another ground of justifying the award of a project to a particular private party is that the private party has an innovative idea to develop and/or finance a project, which it does not want to disclose in a tender for fear that the idea will be picked up by competitors. In considering a single tender procurement, the Government will have to show:

- that the implementation of this innovative proposal will produce better value for money than implementing other alternatives; and
- that there is a real risk of competitors making use of the developer's innovative idea.

### 3. *Negotiated Procedure*

This is a slight variation to the restricted procedure. Here, instead of shortlisting three potential developers to submit detailed tenders for the project, three potential developers are shortlisted for direct negotiation with the Government. This procedure is also less time-consuming than other methods and very transparent.

In conclusion, in a bid to enhance efficiency in the Indian economy, improve management methods, prevent time and cost overruns in projects, maintain quality control, etc., the Government should be flexible and not adhere to the tender system at all times.