

Tender Facts & Statistics

By Werner van Rooyen, Director of HowToTender (Pty) Ltd which specializes in tender consulting and tender training.

It is interesting to know that on average there are between 200 to 250 tenders advertised every week in the Government Tender Bulletin. If you accept that most tenders are valid for approximately one month, then it is safe to say that there are at least 800 to 1000+ Government tenders available each month. This is only the tenders that are submitted by Organs of State to the Government Tender Bulletin. There are tenders that do not get published by the Government Tender Bulletin, especially Municipal Tenders.

Government Bids for the procurement of supplies, services and disposals are categorised as follows:

| SUPPLIES | SERVICES | DISPOSALS |
|---|---|-----------------------|
| Accommodation, and the leasing of | Building | Clothing and textiles |
| Audio visual equipment | Civil | Furniture |
| Building material | Electrical | General |
| Chemicals: Agricultural/Forestry/ | Functional (including cleaning-, and security services) | Scrap metal |
| Laboratory/Water Care | General | Vehicles |
| Clothing/Textiles | Maintenance of electrical, mechanical | |
| Computer equipment | equipment and plumbing | |
| Computer software | Mechanical | |
| Electrical equipment | Professional | |
| Electronic equipment | Repair and maintenance of vehicles | |
| Furniture | Transport | |
| General | | |
| Medical | | |
| Office equipment: Labour-saving devices | | |
| Perishable provisions | | |
| Stationary/printing | | |
| Steel | | |
| Timber | | |
| Vehicle (all types) | | |
| Workshop equipment | | |

Did you know that there are 226 Local municipalities in South Africa? If there are only 5 tenders per month per municipality then this amounts to 1130 tenders per month. Add that to the 1000+ in the Government Tender Bulletin and you are already exceeding 2000+ tenders per month! Unfortunately, the Government does not keep track of how many tenders there are at any specific time, but it is more than 2000+ tenders per month. Underneath is a tally with each Province's Municipality count:

| Municipalities | Metro poles | Districts | Locals |
|----------------|-------------|-----------|--------|
| Eastern Cape | 2 | 6 | 37 |
| Free State | 1 | 4 | 19 |
| Gauteng | 3 | 2 | 7 |
| KwaZulu-Natal | 1 | 10 | 50 |
| Limpopo | 0 | 5 | 25 |
| Mpumalanga | 0 | 3 | 18 |

| | | | |
|----------------------|----------|-----------|------------|
| North West | 0 | 4 | 19 |
| Northern Cape | 0 | 5 | 27 |
| Western Cape | 1 | 5 | 24 |
| Total | 8 | 44 | 226 |

If you want to do business with Local Municipalities the KwaZulu-Natal is the place to go. It has by far the most Municipalities. But then again, although Gauteng has the least Local Municipalities, these Municipalities will have more procuring power than most of those in KwaZulu-Natal.

There are many websites, such as sa-tenders.co.za, which keep record of all available tenders in South Africa. Some of these websites even boast that it receives over 600 new tenders daily. This includes Government as well as private sector tenders. If you can believe these figures it means that there are over 18000 tenders available in South Africa at any given time. This figure may sound excessive, but it is plausible seeing how many companies are bidding these days.

The competition out there for winning tenders are fierce but winning a tender can be the difference between success and failure for a business. Looking at these statistics there are enough tenders going around for most of the respectable businesses in South Africa.

To learn more about this and many other tender conditions attend our “Become a Tender Expert” 2-Day workshops presented in Johannesburg, Pretoria, Durban, Port Elizabeth, and Cape Town. Book and pay online at <https://howtotender.co.za/tender-expert-form/>

Contact us at estelle@howtotender.co.za should you need more information.