

Assistance for SAMA Members in case of Tendering bias or Payment related issues

About SAMA:

Survey and mapping industry has always played an important role in the various developmental and governance initiatives. Survey and Mapping Association(SAMA) aims to work as an interface between industry and government. The main objective of SAMA is to address the concerns of the industry as well as of the government departments/user organize. SAMA will provide member companies an opportunity for the interchange of views on any matters in general affecting Indian geospatial industry and more particular survey and mapping industry.

The main objective of SAMA are:

- To work as an interface between industry and government to address the concerns of the industry as well as of the government departments/user organizations.
- To provide member companies an opportunity for the interchange of views on any matters in general affecting Indian Geospatial industry and more particularly survey and mapping industry.
- To focus and encourage research, development, education, training and certification in surveying and mapping technologies for skill development to contribute to industry and relevant government programs.
- To represent member companies before the government on the policy/ arbitration, to promote, develop and protect interest of the geospatial industry.

Problems being faced by members during bidding:

Tendering is a common business practice adopted by Government as a norm and even by corporate for sourcing product and services. For any goods and service provider responding to a relevant tender is a routine yet highly significant business activity. Quite often companies find that there is some terms and conditions which are not in the interest of encouraging competition and lead to exclusion of emerging but competent suppliers from participation. At time in few tenders there is a restrictive technical bias favouring some technology whereas use of other technologies could be equally appropriate to achieve the objectives of the tender.

In such circumstances it is difficult for any organisation to raise objection formally for the obvious reasons. At this instant we would like to assure our members that SAMA can undertake to take the matter with concerned authority as a neutral body representing a community view on the subject without creating an awkward situation for a single organisation as the case would be in direct protest by any of our member organisation.

Besides above there are occasions wherein supplier and purchaser, government departments, have difference of opinion in interpretation of terms and conditions and requirements of the tender after award during execution of contract or at last stages of delivery and payment. Such situation, though uncalled for, yet is faced by companies some time or the other in course of their business.

Often there are cases government departments and implementation agency have difference of opinion in interpretation of terms and conditions and requirements of the tender after award during execution of contract or at last stages of delivery and payment. In such circumstances it is difficult for any organisation to raise objection formally for the obvious reasons. At this instant we would like to assure our members that SAMA can undertake to take the matter with concerned authority as a neutral body representing a community view on the subject without creating an awkward situation for a single organisation as the case would be in direct protest by SAMA. For such cases a committee of three member will formed in lead of Retd. Major General R C Padhi.(Former Additional Survey General of India)

Issues with govt tendering affecting business of geospatial companies to be taken up by SAMA:

SAMA has received feedbacks from member companies that the government tenders invariably has technical deficiencies leading to conflicts in the terms and conditions due to which many geospatial companies do not participate in the tender process. Further vendors struggle for the release of payments due to indifferent attitude of many government organisations.

It was decided in the last EC meeting that SAMA will take appropriate necessary action with govt departments for such deficiencies brought to the notice of SAMA by geospatial companies. SAMA can act and play a role in the payment related issues if member companies report for issues.

It is well known that business organisations avoid and are apprehensive of entering litigations but finds no other alternatives. SAMA can reach out to concerned authorities to mediate as a neutral body and help in fair way resolve the conflicts without going into litigation. As a neutral body SAMA's effort are likely to have a more positive response from the authorities.

It will be an advantage that such issues taken up by SAMA for mediation with concerned user government or corporates on behalf of affected member would be examined by neutral professionals and by SAMA.

Eligibility for raising concerns regarding government procurements and payments related issues:

- Company should be the member of SAMA
- Should be one-year old member and should not have any dues pending from date of raising concern

Confidentiality:

If any member desires SAMA to take up any matter on the lines above, the communication may please be sent as Under:

SAMA Secretariat
D-98, 2nd Floor, Sector 63, Noida, 201301
Ph:0120-4218527

The communication from the members will be kept confidential regarding Tendering issues as SAMA will take up the matter without attributing to any member.

All matter will be examined by SAMA committee.