
GAP ANALYSIS BETWEEN OIL & GAS DEVELOPMENT COMPANY LIMITED (OGDCL) AND ITS SUPPLIERS



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EXECUTIVE SUMMARY

The Oil & Gas Development Company Limited (OGDCL) of Pakistan is the largest exploration and production company of Pakistan and operates numerous Oil & Gas Fields all around the country.

The procurement department of OGDCL follows a procedure based on the guidelines provided by the public procurement regulatory authority of Pakistan. This project analyzes the problems being faced by the vendors of OGDCL when participating in their competitive bidding procedure. Our project was aimed at finding out the exact problems that are de-motivating the vendors and causing them to refrain from participating in the bidding process and then give possible recommendation based on our studies and work experience.

Data was collected from the data base of a local agent/representative of foreign bidders and also by conducting interviews of a number of representatives. The data was later quantified through a questionnaire which was distributed over the internet to the foreign bidders.

It was concluded that not only the level of competition is low for OGDCL but also OGDCL is paying a handsome amount of extra money to its suppliers as compared to other organizations.

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