



Proceedings of the Informing Science + Information Technology Education Conference

An Official Publication
of the Informing Science Institute
InformingScience.org

InformingScience.org/Publications

Online July 6-7, 2022

TRANSITION TO A COMPETITIVE CONSULTANT SELECTION METHOD: A CASE STUDY OF A PUBLIC AGENCY IN ISRAEL

Amichai Mitelman	Ariel University, Ariel, Israel	amichaim@ariel.ac.il
Yahel Giat*	Jerusalem College of Technology, Jerusalem, Israel	yahel@jct.ac.il

* Corresponding author

ABSTRACT

Aim/Purpose	This paper reports a case study of organizational transition from a non-competitive selection method to a novel bidding method for the selection of consultants in the Architectural and Engineering (A/E) industry.
Background	Public procurement agencies are increasingly relying on external consultants for the design of construction projects. Consultant selection can be based on either competitive bidding, or quality-based criteria, or some combination between these two approaches.
Methodology	Different sources of information were reviewed: internal documents, and quantitative data from the enterprise software platform (ERP). In addition, informal and unstructured interviews were conducted with relevant officials.
Contribution	As there are mixed opinions in the scientific literature regarding the use of competitive bidding for the selection of consultants in the A/E industry, this paper contributes a detailed review of a transition to a competitive selection method and provides a financial and qualitative comparison between the two methods. In addition, the method implemented is novel, as it delegates most of the responsibility of hiring and managing consultants to one main contractor.
Findings	While the new selection method was intended to reduce bureaucratic overload, it has unexpectedly also succeeded to reduce costs as well.

The full paper was previously published as the following and is being presented at this conference:

Mitelman, A., & Giat, Y. (2021). Transition to a competitive consultant selection method: A case study of a public agency in Israel. *Interdisciplinary Journal of Information, Knowledge, and Management*, 16, 491-503. <https://doi.org/10.28945/4891>

Abstract published in *Proceedings of InSITE 2022: Informing Science and Information Technology Education Conference*, July 6-7 [online], Article 27. Informing Science Institute. <https://doi.org/10.28945/4926>

(CC BY-NC 4.0) This article is licensed to you under a [Creative Commons Attribution-NonCommercial 4.0 International License](https://creativecommons.org/licenses/by-nc/4.0/). When you copy and redistribute this paper in full or in part, you need to provide proper attribution to it to ensure that others can later locate this work (and to ensure that others do not accuse you of plagiarism). You may (and we encourage you to) adapt, remix, transform, and build upon the material for any non-commercial purposes. This license does not permit you to use this material for commercial purposes.

Consultant Selection Method

Recommendations for Practitioners	It may be more efficient and profitable to adopt the selection method described in this study.
Recommendations for Researchers	Similar methods can be applied to other industries successfully.
Impact on Society	Our method was applied in a public organization and resulted in a better outcome, both financial and managerial. Adopting this approach can benefit public budgets.
Future Research	The selection, data storage, and analysis methods are interrelated components. Future analysis of these components can help better shape the consultant selection process.
Keywords	A/E services, consultant selection, public procurement, design management, team building

AUTHORS



Dr. Amichai Mitelman is a faculty member in the Department of Civil Engineering in Ariel University. He holds a Ph.D. and an MSc. in Mining Engineering from the University of British Columbia, an MA. in Law, and a B.Tech. in Civil Engineering.



Dr. Yahel Giat is a tenured faculty member in the Department of Industrial Engineering and Management in the Jerusalem College of Technology. He holds a Ph.D. and an MSc. in Industrial Engineering from the Georgia Institute of Technology, an MSc. in Economics, a B.Sc. in Electrical Engineering, and B.A. in Computer Sciences from the Israel Institute of Technology.