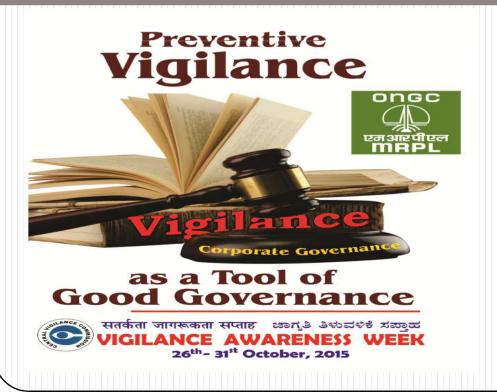
# ESTIMATED RATES



#### **ESTIMATED RATES: IMPORTANCE**

- Estimated rate is a vital element in establishing reasonableness of prices.
- Comparison of order value for placement of orders is made with this estimated rate to decide on order placement with or without negotiation.
- Any undue inflation in estimation may thus result in orders being placed at a higher value than market price without negotiation thus leading to loss of public money.

#### ESTIMATED RATES: LAPSES

- Worked out in unprofessional & perfunctory manner i.e. Lack of basis documents.
- Arbitrary Assumptions: Assumptions that may seem natural to your technical memory/ prudence may not seem natural to a person of normal prudence & if that becomes the case, it attracts vigilance angle.
- Arbitrary annual compounded escalation of rates.

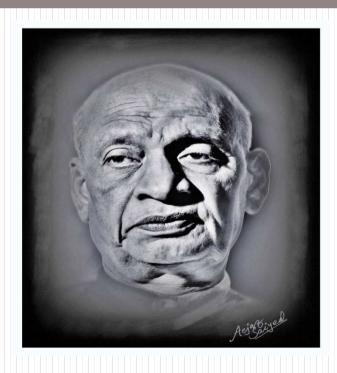
#### ESTIMATED RATES: LAPSES

- Also, such arbitrary assumption / unprofessional estimates leave a scope for human error which will be difficult to justify if probed from vigilance angle.
- Therefore, a reasonable provable basis is a must unless there is an emergency & requirement of such basis is waived by competent Authority to do so.

#### **ESTIMATED RATES: TRANSPARENT**

- Have an approved guideline for working out departmental estimates in realistic & objective manner in an approved format detailing :
  - A) Inputs that can be used for estimation
  - B) Escalations to be applied
  - C) Loadings to be done
- Strict adherence to the guidelines
- Any deviation to the guideline due to any exigencies to be highlighted in the estimate itself.

# THANK YOU



"Integrity is what do, what we say, and what we say we do"-Don Galer