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The Padded Tender Red Flag Checklist

Run every tender invitation through this before you commit a shilling. Any three flags together: stop.



Tender reference

Date screened

1. Vague evaluation criteria

No published split of technical, price, experience.

6. Contact goes dark

Eager before the deadline, gone after.

2. Impossible timeline

Too short for a real field to respond well.

7. Same scope re-advertised

The strongest single flag.

3. Silence during the process

No clarifications, addenda or site visit.

8. Recurring winner

One firm keeps taking this buyer's work.

4. Unpaid proof of concept

Free custom work, extensive, no fee.

9. One-firm-only specs

Requirements written like a name.

5. Sudden post-POC rejection

A one-line no, no scores shared.

10. Fees from many, work for three

A 3-quote job advertised to dozens.

Score it: 0 to 2 flags, proceed with the questions in writing. 3 or more, walk away or log it and watch for the reissue.

Flags counted:

Decision:

Notes (contacts asked, dates, what stalled):

Full investigation, the documented cases, and the ten flags explained: bizinfo-africa.com