

Abstract Title: Essential issues of developing improved methods of scoring commercial offers during the procurement procedure

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Abstract: A new method of scoring commercial proposals with a simple mathematical mechanism has been developed as result of research. It shows the correct results even when the new participants are added or removed. The method is not susceptible to various kinds of fraud.

The research contains:

- an analysis of the scoring techniques of commercial proposals that are currently used in Russia and the European Union;
- the results of developing an improved method that combines only positive characteristics of the scoring techniques;
- reviews of critical situations when any scoring method can give an error;
- description of a new independent method of scoring commercial proposals which prevents miscalculations in critical situations.