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Bid/No Bid Decisions For Contract Logistics Service Providers

Öz

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Also known as third-party logistics providers (3PL), contract logistics service providers create logistics solution packages comprising different logistics services specially tailored to the unique needs of each client. Logistics contracts are usually awarded after a bidding process, thus selecting right opportunities to bid are critical for contract logistics service providers. Not bidding for the right opportunity might cause the contractor to lose profit, market share and reputation as well as stunted growth. On the other hand bidding for wrong projects or preparing losing contracts, first of all consumes limited company resources that could otherwise be used to pursue profitable opportunities. This research explores the criteria for bid/no bid decisions by contract logistics service providers through a literature review in the domains of contract logistics and other industries where contracts are common. The majority of literature is on the selection criteria of the logistics service providers or contractors from other industries not vice versa. There only limited research on bid /no bid decisions in industries other than logistics. Using available resources, this research developed a list of criteria that can be used in bid/no bid decisions for contract logistics service providers. This research also provide a basis for further empirical research in the field.

Anahtar Kelimeler:

Contract Logistics, Bid/No Bid Decisions, Multi Criteria Decision Making