



SMALL AND MEDIUM ENTERPRISES (SMEs) INVOLVEMENT IN PUBLIC PROCUREMENT CONTRACTS IN UGANDA

ABSTRACT

The study aimed at SMEs involvement in public procurement contracts in Uganda. The study employed a cross sectional research design using a sample size of 361 SMEs registered with PPDA in Kampala district. Data collection was conducted using a self-administered questionnaire to collect data from the respondents. Generally, there were 299 usable questionnaires, representing 82.8% response rate.

The results revealed significant positive relationships between; knowledge management and SMEs involvement in public procurement, Knowledge management and tendering capabilities, institutional logics and tendering capabilities, tendering capabilities and SMEs involvement in public procurement, learning orientation and tendering capabilities and lastly learning orientation and SMEs involvement in public procurement.

The qualitative data revealed that relational capability, delayed payments by public buyers and conflict of interest with the public buyers which pose a challenge for SMEs to be involved in public procurement to win contracts.

In addition, results revealed that knowledge management is a significant predictor of SMEs involvement in public procurement explaining 11.2% of the variance. However, institutional logics, tendering capabilities and learning orientation are not significant predictors of SMEs involvement in public procurement.

Hence recommend that SMEs should improve on knowledge acquisition, knowledge sharing, and knowledge responsiveness to be able to increase their involvement rate in public procurement.