



## AUCTION ANALYSIS AND PROCUREMENT SELECTION OF GOODS / SERVICES IN THE GOVERNMENT OF BANTEN PROVINCE

**Ishak Musa**

Associate Expert Lecturer

Regional Human Resource Development Agencies

Banten Province

email: [ishak\\_musa@yahoo.com](mailto:ishak_musa@yahoo.com)

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<p><b>Received:</b> March 20<sup>th</sup> 2021 <b>Accepted:</b> April 2<sup>th</sup> 2021 <b>Published:</b> April 20<sup>th</sup> 2021</p>	<p>The implementation of the selection of providers of goods / services from the announcement of the auction to the announcement of the winner is carried out by the Banten Province ULP Working Group in accordance with the provisions of Presidential Regulation number 54 of 2010 and all its amendments. The use of the Electronic Procurement System protects Pokja ULP from intervening when evaluating bids, although this is also not without drawbacks. One of them can be seen from the existence of auctions and selections that were declared failed because none of the participants met the requirements specified in the procurement documents. The number of unsuccessful auctions and selections within the Banten Provincial Government since 2012-2018 was 1441 packages with an average of 206 packages / year or as much as 26.24%. The highest number of unsuccessful auctions and selections occurred in 2014 as many as 475 packages (43.29%) and the lowest in 2017 was 33 packages (7.72%). The causes of the auction and selection failed as follows: Failed to pass the evaluation of 525 packages or 36.43% bids, did not pass the qualification evaluation of 216 packages or 14.99%, errors in procurement documents were 215 packages or 14.92%, no provider who submitted offers as many as 212 packages or 14.71%. The number of bid documents that entered was less than 3 bidders as many as 193 packages or 13.39% and other causes as many as 80 packages or 5.65%. The root cause of the auction and selection failure in 2012-2018 in the Banten Provincial Government is viewed from the procurement actors involved, namely Budget Users, Commitment Making Officials, Procurement Service Unit Working Group and goods / service providers among others: Budget users in Regional Work Units acting as PPK, the inability of goods / service providers to manage Human Resources management who prepare bids, asset management related to storing company documents such as company experiences and other documents which has become a standard requirement for an auction and selection.</p>

**Keywords:** Auctions, Procurement Selection and Budget Use

### INTRODUCTION

Government procurement of goods / services is needed to be able to provide good public services to the community, its role is very important in supporting the implementation of national development. That is why the Government always issues regulations regarding the procurement of government goods / services which are always adjusted to the environment for the procurement of goods / services in Indonesia. Finally, with the issuance of Presidential Regulation number 16 of 2018 concerning Government Procurement of Goods / Services which is a substitute PERPRES for PERPRES number 54 of 2010 which has undergone changes 4 (four) times during the last 10 years. The PERPRES states that the procurement of goods / services is divided into 4 (four) types of procurement, namely Procurement of Goods (B), Construction Work, Other Services and Consulting Services. (article 3, paragraph 1, P16, 2018). For the procurement of B / PK / JL with a value of up to Rp. 200 million was carried out by the method of selecting direct or non-tender procurement providers, while for values above Rp. 200 million carried out by the auction / tender method (article 38, paragraph 3, P16, 2018). For the procurement of JK with a value of up to Rp. 100 million was implemented using the direct procurement method, while for values above Rp. 100 million was carried out by the selection method (article 41, paragraphs 2 and 3, P16, 2018). Most of the procurement of goods / services within the Banten Provincial Government is at a value of up to Rp. 200 million. According to the data on

<https://monev.lkpp.go.id/tepra> that almost all Ministries / Institutions / Regional Apparatus (K / L / PD) the number of goods / services procurement packages is worth up to Rp. 200 million is always more than the number of procurement packages with a value of more than Rp. 200 million. However, from the total budget on the contrary, the total budget for the procurement of goods / services is worth up to Rp. 200 million is much less than the total budget for the procurement of goods / services valued at more than Rp. 200 million.

The Banten Provincial Government has a policy of limiting the end of the procurement of goods / services not to exceeding November each current budget year and not allowing the opportunity to complete the remaining work if it will pass through the fiscal year. For this reason, a good planning of activities is required including planning for the procurement of goods / services, especially for the procurement of goods / services which will be carried out through the auction / tender and selection mechanism. This needs to be done considering the large budget for the procurement of goods / services carried out through an auction / tender and selection mechanism. The auction and selection process is carried out in accordance with predetermined stages and this requires a lot of time, a small mistake in preparing the auction and selection process can result in the failure of the auction and selection. If the procurement of goods / services will continue, the process must be repeated from the beginning. This will result in delays in the implementation of activities, as well as delays in the usefulness of these goods / services for the community in Banten Province.

Analysis of the auction and the process of electronic job auction has been carried out in Badung Regency, Bali Province (Karyasa et al., 2014: pp. 19-27), Yogyakarta City Government (Sandhi Hapsari, 2017) and Noferi S. et al (2017: pp. 49-61) in the Bangka Belitung Islands. The results of the evaluation or analysis reveal things that have so far failed the auction and selection, such as failing to pass the bid evaluation, qualification evaluation and no incoming bids, but have not revealed further about what makes the main cause of failing to pass the provider these aspects. Research like this has not been carried out in the Banten Provincial Government since 2012. Considering the above problems, the authors are interested in analyzing the implementation of the auction and selection of goods / services procurement in the Banten Provincial Government from 2012 to 2018, it is hoped that this research will be useful to take solution steps in the implementation of the auction and selection, especially for reduce the number of future auction and selection failures.

### LITERATURE REVIEW

Analysis according to the Big Indonesian Dictionary is: "Investigating an event (essay, deed, etc.) to find out the real situation (causes, reasons, sit the case, and so on)". Presidential Regulation on the procurement of goods / services that has been used since 2010 is PERPRES number 54 of 2010. This PERPRES for 8 (eight) years has undergone 4 (four) changes in order to adapt to changes in the procurement environment that have occurred. The latest amendment is through PERPRES number 4 of 2015 which simplifies several provisions that were previously considered to slow down the process of selecting providers of goods / services. According to Sutedi in Hidayat, R (2015: p.122), procurement of goods / services activities that begin with planning to determining winners to implementation and administrative processes, this is in line with the definition contained in PERPRES that the procurement of goods / services is an activity for get goods / services whose process starts from identification of needs until completion of all activities to obtain goods / services (article 1, paragraph 1, P54, 2010).

- a. Procurement of goods (B) is any object, both tangible and intangible, movable or immovable, which can be traded, used, used or utilized by the Property User (article 1 paragraph 14, P54, 2010).
- b. Construction Work (PK) is all work related to the implementation of building construction or the manufacture of other physical forms (article 1 paragraph 15. P54, 2010), conveyed by Sukmalaras, R.M. et al (2015: page 2) Construction project is an effort to use limited project resources to get a building.
- c. Other Services (JL) are services that require certain abilities that prioritize skills (skillware) in a governance system that is widely known in the business world to complete a job or all work and / or provide services other than Consulting Services, implementation of Construction Works and procurement. Goods (article 1, paragraph 17. P54, 2010)
- d. Consulting Services (JK) are professional services that require certain expertise in various scientific fields that prioritize brainware. (Article 1 paragraph 16. P54, 2010).

Procurement of government goods / services in Ministries / Institutions / Regional Devices is carried out electronically by means of e-tendering (article 106, P.54, 2010); e-tendering is a procedure for selecting providers of goods / services that is carried out openly and can be followed by all participants who have registered in the Electronic Procurement System (SPSE) (article 1, paragraph 39, P.54, 2010). The participation of foreign companies in the procurement of goods / services is regulated (article 104, P.54, 2010) as follows:

- a. For procurement of construction work with a value of more than Rp. 100 billion;
- b. For the procurement of other goods / services with a value above Rp. 20 billion;
- c. For procurement of consulting services with a value of more than Rp. 10 billion.

In the event that there is no domestic goods / service provider capable of performing with a value below the provisions above, this shall be carried out through an auction / international selection. The auction is a method of selecting providers of goods / construction work / other services for all works that can be followed by all providers of goods / other services / construction work (B / PK / JL) who meet the requirements. The auction / tender is a process to get the best construction work implementer (Sukmalaras, R.M, et al. 2015: p. 2). In accordance with PERPRES

number 54 of 2010 and its amendments (article 35. P54, 2010) the selection of providers of goods / construction work / JL is carried out by:

### 1. Selection

Selection is a method of selecting providers of goods / services at Consulting Services (Article 1 paragraphs 36-37, P16, 2018), in accordance with PERPRES number 54 of 2010 and its amendments (articles 1, 42, 43. P54, 2010) selection of providers JK is done by:

- a. Public tender, used for all jobs that can be participated by B / PK / JL providers who meet the requirements;
- b. Limited auction, is used to select B / PK providers that are complex in nature and it is believed that the number of providers is limited;
- c. Simple tender, used for the selection of B / JL procurement that is not complex and has a maximum value of Rp. 5 billion
- d. Direct Selection, used for the selection of PK procurement that is not complex and has a maximum value of Rp. 5 billion
- e. Direct appointment, is used for the selection of B / PK / JL in certain circumstances; and / or procurement of special B / PK / JL.
- f. Direct procurement, is used for the selection of B / PK / JL procurement with a maximum value of Rp. 200 million.
- g. Contest and Competition, used for selection of B / JL providers;

The method of selecting the B / PK / JL provider that has the potential to experience failure in the process is that of a tender (public auction, limited auction and simple auction).

- a. General selection, is a JK selection method for jobs that can be followed by all qualified consulting service providers;
- b. Simple selection, is used for JK selection which is simple and has a maximum value of Rp. 200 million;
- c. Direct appointment is used for JK election in certain circumstances; and / or JK procurement that is special in nature.
- d. Direct procurement, is used for JK selection which is simple and has a maximum value of Rp. 100 million.

The method of selecting a JK provider that has the potential to fail in the process is that of selection (general selection and simple selection).

### 2. The auction and selection failed

Auction and selection failure is a condition where the selection process for the procurement of government goods / services does not produce winners, so the process must be repeated, this is due to the absence of tender and selection participants who meet the requirements specified in the procurement document or there are no participants interested in the work package the. In line with what was conveyed by Wakhid. Et al, that the process of selecting a provider that does not produce a tender winner is said to be a failed auction so that a repeat auction must be carried out (Wakhid. Et al. 2013: p. 14). In accordance (article 83, P.54. 2010) that officials who declare an auction and selection fail are the Working Group (Pokja) at the Procurement Service Unit (ULP) and Budget User (PA) / Budget User Proxy (KPA). Pokja ULP states that the auction for procurement of goods / construction work / other services fails if:

- a. The number of participants who passed the prequalification was less than 3 (three) participants;
- b. The number of participants who submitted bids was less than 3 (three) participants;
- c. Rebuttal from the participants regarding the pre-qualification results is declared correct;
- d. No participant passed the bid evaluation;
- e. When evaluating bids, evidence / indications of unfair competition are found;
- f. The corrected bid price is higher than the Self-Estimated Price (HPS);
- g. The rebuttal to the auction results from participants is true;
- h. The potential winners, the potential winners for the reserve 1 and the reserve 2 are intentionally not present in the clarification and / or proof of qualification.

## RESEARCH METHODS

This research uses a qualitative approach, with descriptive statistical analysis methods. According to Bodgan and Taylor in Hadi S (2016: p. 74) that a qualitative approach is an approach that will produce descriptive data in the form of both written and spoken words from people who are used as objects of observation, research is carried out starting from the data then it is clarified with existing theories and end up in a theory or hypothesis. The same thing was conveyed by Sugiyono in Hadi S (2016: p. 75) to find a theory or hypothesis used qualitative research. Meanwhile, descriptive statistics are used to provide an overview of the evaluation results of the auction and the failed selection that occurred in the Banten Provincial Government.

Performed using the triangulation technique between the results of document observation, interviews and documentation of the preparation and implementation process of the auction and selection within the Banten Provincial Government. Triangulation technique is used to examine the validity of data by using other data as a comparison tool, the data is in the form of methods, researchers, sources, and theory. (Hadi, S. 2016: p. 74). The same thing was conveyed by Bachri, BS (2010: p. 46) that triangulation is used to synthesize data for its validity by using other data collection methods or various paradigms whose purpose is only to increase the understanding of the researcher of the data or facts they have, not to seek the truth from some data.

**RESULTS AND DISCUSSION**

The research was conducted at the Office of the Procurement Service Unit (ULP) in Banten Province. In accordance with PERPRES 54 of 2010 and its amendments, the procurement of government goods / services must be carried out by the Working Group in the Procurement Service Unit. In 2012 to 2014, the ULP Pokja was still ad hoc under the Economic Development Bureau of Banten Province and had not yet had a functional status for the procurement of goods / services. In 2014 the existing Working Group changed its status to become Functional Officials for the procurement of goods / services as many as 36 people, with details of 10 Functional Officials at the Young level and 26 people at the First level. Furthermore, in 2018 there was a change in the Organizational Structure and Work Procedure (SOTK) in the Banten Provincial Government which combined the Development Economics Bureau into the Regional Development Administration Bureau and at the same time eliminating the ad hoc status from the Procurement Service Work Unit to the Sub-section for Procurement of goods / services directly under the Section Administration of Development Implementation and procurement of goods / services, with part of the workspace and organizational structure.

**1. Document Observation**

From 2012 to 2018 the Working Group at the Procurement Service Unit of Banten Province has conducted auctions and procurement of goods / services selection total 5493 packages with a budget ceiling value of Rp. 11,281,250,487,535. The ULP Pokja carries out its duties after the Commitment Making Officer (PPK) submits an application for the selection of providers of goods/services to the head of the ULP. Furthermore, the steps taken by the ULP Pokja who got the task from the ULP head were to:

a. Election Planning

1) Review the Procurement Planning document.

The procurement planning document is a document that is prepared and is the responsibility of the PPK which contains the Technical Specifications / Terms of Reference (TOR), Estimated Own Price (HPS) and the Design Contract to be used. The review was carried out by the ULP Working Group by presenting PPK and its team as an effort to check and balance these documents. The thing that often makes this review not optimal is the difficulty of presenting PPK, because in almost all Regional Work Units (SKPD) in Banten Province PPK is held by the head of the SKPD. Furthermore, these documents will become part of the procurement documents which will be distributed to tender participants and selection as a basis for them to submit bids.

2) The results of the review are used by the ULP Pokja to compile the Procurement documents which contain:

- a) The procurement system to be used,
- b) Qualification assessment method (Prequalification / Post qualification),
- c) Schedule of procurement

Presidential Regulation number 4 of 2015 concerning amendments to the 4 (four) PERPRES number 54 of 2010 concerning Government procurement of goods / services is a follow-up to Presidential Instruction number 1 of 2015 concerning the Acceleration of Procurement of Goods / Services. This PERPRES changes things that are considered to be the cause of the slow process of procuring government goods / services, including the ones presented in the following table:

Table 4: Changes to auction and selection rules

No.	Provisions	PERPRES 54/2010 and its Amendments	PERPRES 4/2015
1.	Bid Guarantee	Required	Not required
2.	Qualification Disclaimer	there is	Nothing
3.	Number of incoming bids	Less than 3 (three), the auction failed	Less than 3 (three) continued with negotiations
4.	Rebuttal to the appeal	Required	Not required
5.	Short List of Consulting Services	5 (five) to 7 (seven)	3 (three) to 5 (five)
6.	Simple selection	Prequalification by list short 3 (three) to 5 (five)	Post-qualification
7.	Fast tender	Not regulated yet	It's been arranged



Sumber: PERPRES nomor 54 tahun 2010 beserta perubahannya

### 2. Results of interviews with the ULP Working Group

Interviews were conducted with 5 Pokja ULP who have been functional officials for the procurement of goods / services since 2014, each person was asked 4 (four) the same questions with the following results:

a. What is the trend or trend of auction and selection failures in the procurement of goods / services within the Banten Provincial Government?

All stated that they had processed the auction and selection and experienced a failure with an average number of 2-3 packages / year. Mostly in construction work and consulting services.

b. What are the causes of the auction and selection failed in the Banten Provincial Government?

The results show that the auction and the failed selection on the package processed is that the number of short lists in the Consultancy service selection is not fulfilled, the personnel offered are owned by more than 1 (one) provider of other services, support for tools in construction work, no one submits bids, the number of bids that have been submitted are less than 3 (three) bidders, and there are rebuttals that are true. Why did this happen? the main reason is that the provider does not completely convey the requirements requested, submits the requirements that are not in accordance with those requested in technical aspects, especially in construction work and consulting services. Whereas in the qualification aspect, the provider does not submit the complete requested company data such as personnel ownership, equipment and company experience, the implementation method submitted is different from the work to be done. When proving qualifications not all providers were present, those who attended did not bring the complete documents requested. In some circumstances, it is often encountered that the company management is not good enough, staff who upload documents are different from the staff present at proving qualifications or the Provider does not properly keep company documents, when needed, the provider cannot deliver. Not a few providers who were present near the deadline of the proving period, when verified were incomplete and unable to complete them, so the auction and selection were declared a failure.

c. How much influence is the change in the Presidential Regulation in this case the issuance of PERPRES number 4 of 2015 which is the 4th amendment from PERPRES number 54 of 2010 concerning the procurement of goods / services has the potential to reduce the number of auctions and failures within the Banten Provincial government.

The results showed that the issuance of PERPRES number 4 of 2015 was very influential in reducing the number of auctions and selection failures. PERPRES changed the number of short lists in the general selection of Consulting Services, applied the Postqualification method for consulting services to simple selection, and eliminated the minimum requirement of 3 (three) for incoming bids.

### 3. Results of questionnaires to providers of goods / services

24 providers of goods / services responded to questionnaires submitted to goods / service providers in Banten Province with the following results: 66.60% of respondents read reading procurement documents before submitting bids; 60.90% of respondents stated that the document was understood; 58.30% of respondents took advantage of the explanation forum to ask about the uncertainty and; All respondents submitted bids if they had registered for tenders; as much as 70.80% of the respondents knew things that aborted bids from administrative and technical aspects; 66.60% of respondents know things that can invalidate bids during price evaluation and only 12.5% do not know; as many as 54.10% of respondents knew about matters that invalidated their bids when evaluating qualification documents, 37.50% of respondents always submitted their bids on the last day of the deadline for submitting the bid documents, 16.60% of respondents objected when their bids were aborted by POKJA ULP. The expectations of providers of goods / services to the Provincial Government of Banten to hold auctions and selection have been responded to by only 20 respondents, namely: more transparent and honest in conducting the auction and not favoring certain participants, making video tutorials on the auction process from the beginning to uploading bids, given More opportunities for local entrepreneurs in Banten province, tender requirements are made general and simple, specifically for a construction work tender, a field survey is conducted by presenting a planning consultant.

## DISCUSSION

### 1. Election Planning

a. Review of Procurement Planning Documents and Preparation of Procurement Documents

When reviewing the procurement planning document, it is expected that the Procurement Service Unit Working Group will obtain sufficient information regarding technical specifications, Self Estimated Price (HPS) and contract design to be used by the Commitment Making Officer (PPK). The documentation of the implementation of the review is as follows:

b. Preparation of Procurement Documents

The procurement documents compiled by the ULP Pokja will become a reference when evaluating bids and become the basis for tender and selection participants to prepare bids. The Goods / Services Procurement Policy Institute (LKPP) always prepares Standard Procurement Documents (SDP) for all types of procurement that can be used by all Pokja ULP. The ULP Pokja selects the SDP that fits the procurement system it will implement. Furthermore, PPK completes the document with the results of the procurement planning (technical specifications, HPS and contract design) which is the authority of PPK and Pokja ULP to complement other documents that are the

authority of Pokja ULP. The inaccuracy of the results of the review was the cause of imperfect procurement documents. This was only realized during the tender and selection process. As a result, the auction and selection were canceled and declared failed due to errors in the procurement documents. The procurement expert said that errors in the documents could occur because the Pokja ULP personnel were less competent in understanding the scope of work to be auctioned off as a result of an inaccurate review of the procurement planning documents from the PPK. During the period 2012 to 2018, there have been auctions and selections failed due to errors in procurement documents total 215 packages.

### 2. Implementation of the selection of providers of goods / services

#### a. Announcement of Auctions and Selection

Along with the development of the Electronic Procurement System, the auction and selection process in the Banten Provincial government has been carried out electronically since 2012 (e-procurement) starting from the announcement of the auction and selection to the announcement of the winner. The following is the Banten Province ULP Working Group when uploading procurement documents to the Electronic Procurement System.

#### b. Bid Submission and Opening

Bid submission by tender participants is carried out through SPSE, then the offer is encrypted by the system using the Document Security Application developed by the State Coding Agency, after the deadline for submitting bids, all incoming bids are sent to Pokja ULP, then a description is carried out to open the bids. the. Bids that cannot be opened are sent to the Electronic Procurement Service (LPSE) or to LKPP for a forensic audit. If one of the agencies states that the offer cannot be opened, then the offer is dropped. (Electronic Procurement Document Standards, 2015).

#### c. Evaluation of Qualification Documents and Evidence of Qualification

Evaluation of qualification documents is an activity carried out by Pokja ULP after the deadline for submitting qualification documents. Qualification evaluation is carried out by comparing the requirements requested by the ULP Pokja in the procurement document with the requirements that can be met by goods/services providers in their bids. The things that are evaluated at the auction and the selection using the Prequalification and Post-qualification methods are generally the same, the only difference is the time of the evaluation. Qualification evaluation is carried out to assess the competence and ability of goods / service providers in meeting the stipulated requirements.

After a qualification evaluation is carried out according to the qualification form, then a qualification registration is carried out by presenting the provider and asking the provider to bring the original document for the qualification entry. In evaluating the qualifications the Pokja does not only check the completeness of the documents, but also checks the authenticity of these documents which are carried out offline (Pandiangan et al, 2016: p. 36). The results of the interview with the ULP Pokja showed that the management of the goods / service providers was not good enough in storing documents on the company's experience and managing their human resources (Ns 4), so that when the documents were needed they could not be prepared on time, especially the habit of attending when proving qualifications on the last day submit the document (Ns 2). The results of the questionnaire to the providers show that 16.7% of respondents always submit bids on the last day of the deadline for submitting bid documents and 41.7% sometimes do so and only 8.3% course that never delivered on the last day. Expert opinion (Ns 1 and 2-PBJ) that although there are quite a few providers who know things that can invalidate bids during qualification evaluation, providers are not able to meet the requirements requested in terms of company experience and agree with Pokja ULP in terms of managing company documents which is the qualification requirement. Often providers do not have special human resources to manage company documents, so when these documents are needed it is difficult to fulfill them. The results of the evaluation and proof of qualification for the procurement packages that were auctioned during the period 2012 to 2018 were 5277 packages evaluated to meet the qualification requirements requested and as many as 216 packages where none of the participants met the qualifications so that the auction and selection were declared failed. Procurement packages where the most participants did not pass the evaluation and proof of qualification in the selection of consultancy services were 102 packages, the cause of which was the necessity to use the prequalification method in the simple selection process with a value of more than Rp. 100 million - Rp. 200 million and general selection with a value of above Rp. 200 million. In the pre-qualification method, a weighting system is used to determine the short list (Article 56 paragraph 6 P54, 2010) as a basis for inviting participants to submit bid documents (Article 62 paragraph 2 letter-e P54, 2010). The short list of simple selection amounted to 3-5 participants (Article 43 paragraph 4 P54, 2010), while the general selection amounted to 5 - 7 participants (Article 42 paragraph 3 P54, 2010). If this is not fulfilled then a re-prequalification is required. This requirement is often the cause of the re-selection of Consulting Services.

## CONCLUSION

From the discussion, the following conclusions can be conveyed:

1. Planning for the selection of providers of goods / services which includes review and preparation of procurement documents carried out by the Banten Province Procurement Service Unit Working Group (Pokja ULP) in accordance with the provisions of Presidential Regulation (PERPRES) number 54 of 2010 and all its amendments. What needs attention is the effort to bring in a Commitment Making Officer (PPK) during the review. The absence of KDP or a competent KDP representative has an effect on the preparation of documents. Improper procurement documents can result in unsuccessful bidding and selection.

2. The implementation of the selection of providers of goods / services from the announcement of the auction to the announcement of the winner is carried out by the Banten Province ULP Working Group in accordance with the provisions of Presidential Regulation (PERPRES) number 54 of 2010 and all its amendments. The use of the Electronic Procurement System (SPSE) protects Pokja ULP from intervening when evaluating bids, although this is also not without drawbacks. One of them can be seen from the existence of auctions and selections that were declared failed because none of the participants met the requirements specified in the procurement documents. The number of unsuccessful auctions and selections within the Banten Provincial Government since 2012-2018 was 1441 packages with an average of 206 packages / year or as much as 26.24%. The highest number of unsuccessful auctions and selections occurred in 2014 as many as 475 packages (43.29%) and the lowest in 2017 was 33 packages (7.72%). The causes of the auction and selection failed as follows: Failed to pass the evaluation of 525 packages or 36.43% bids, did not pass the qualification evaluation of 216 packages or 14.99%, errors in procurement documents were 215 packages or 14.92%, no provider who submitted offers as many as 212 packages or 14.71%. The number of bid documents that entered was less than 3 bidders as many as 193 packages or 13.39% and other causes as many as 80 packages or 5.65%. The root cause of the auction and selection failure in 2012-2018 in the Banten Provincial Government is viewed from the procurement actors involved, namely Budget Users, Commitment Making Officials, Procurement Service Unit Working Group and goods / service providers among others: Budget Users in Regional Work Units acting as PPK, the inability of goods / service providers to manage Human Resources management who prepare bids, asset management related to company document storage such as company experience and other standard documents are requirements for an auction and selection.
3. The issuance of Presidential Regulation number 4 of 2015 had a major influence in reducing the number of auctions and selections failed within the Banten Provincial Government. This can be seen from the number of unsuccessful auctions and selections in 2012-2014 (three years) of 883 packages or an average of 294 packages / year (32.37%) to 2015-2018 (four years) of 558 packages or on average. 139 packages / year (18.19%).

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