

EVALUATION OF THE IMPLEMENTATION OF THE PROCUREMENT OF GOVERNMENT GOODS/SERVICES IN GORONTALO REGENCY

Pertiwi Kadir¹⁾, Meimoon Ibrahim²⁾, and Irwan Halid³⁾

¹⁾Bina Taruna University Gorontalo, Indonesia

²⁾Universitas Gorontalo, Indonesia

³⁾LLDikti Region XVI, Indonesia

Email: pratiwi.kadir@gmail.com

ABSTRACT

This study aims to: (1) determine and analyze the implementation of the government's procurement of goods/services in Gorontalo Regency. (2) To find out and analyze what factors influence the process of implementing government procurement of goods/services in Gorontalo Regency

This research is research with a qualitative descriptive approach, namely examining, analyzing and decrypting the data.

The results showed that (1) the working group had carried out explanations, but the working group's readiness in providing initial explanations and in answering questions from participants was still not optimal, because there were still working groups that provided initial explanations that had passed the allotted time. (2) the evaluation of the bid documents has followed the existing regulations, however, due to frequent changes in regulations, the understanding of the working group may differ from one another. (3) Proof of qualification is followed in accordance with existing regulations. (4) The stage of refutation of the working group tries to provide answers to potential providers in a good, relevant, and transparent manner. It's just that the bidders are dissatisfied. (5) Human resources and facilities and infrastructure are sufficient. However, if there are a large number of packages being tendered, the working group will ask for the assistance of personnel from other OPDs to become an election working group. (6) social, political and economic factors greatly influence the implementation of government procurement of goods/services. (7) the disposition factor can affect the process of implementing government procurement of goods/services in the provider selection stage, it's just that the working group's attitude must always be able to understand the existing rules, so that everything can be adjusted

Keywords: evaluation, government procurement of goods/service

INTRODUCTION

Government procurement of goods/services is an activity to obtain goods and services by Ministries, Institutions, Regional Apparatus Work Units, other institutions whose process starts from planning needs until completion of all activities to obtain

goods/services. In a government agency, the procurement of goods/services greatly affects the process of running a private or government agency and the success of a company. To get an item or service, the maximum results must be through the procurement of goods/services first.

The procurement of goods/services

which are partially or wholly financed from the APBN/APBD is carried out based on the Presidential Regulation of the Republic of Indonesia (hereinafter abbreviated as Perpres). The Presidential Regulation concerning the procurement of government goods/services has changed according to developments. So at this time the government's procurement of goods/services is based on Presidential Regulation Number 16 of 2018. Furthermore, the purpose of the enactment of this Presidential Regulation is that the implementation of the procurement of goods/services is carried out efficiently, effectively, transparent, open, competitive, fair/non-discriminatory, and accountable.

Efficient and effective government procurement of goods/services is an important part in improving the management of state finances. One of the embodiments is the implementation of the process of procurement of government goods/services electronically, namely the procurement of goods/services carried out using information technology and electronic transactions in accordance with the provisions of laws and regulations. The process of procuring government goods/services electronically will further improve and ensure efficiency, effectiveness, transparency, and accountability in the spending of state money.

So far, the procurement of goods/services is still not effective. Therefore, the process of procuring government goods/services electronically is expected to guarantee the availability of information, business opportunities, and encourage fair competition and the realization of justice (non-discriminative) for all business actors engaged in the Procurement of Government Goods/Services. The Electronic Procurement System (SPSE) was created to realize the expectation of implementing the

Government's procurement of goods/services electronically.

The process of implementing government procurement of goods/services in Gorontalo Regency goes through 3 stages, namely planning, provider selection and implementation. For the process of selecting providers for work packages above or equal to 200 million, it is carried out in the Procurement Section of the Procurement of Goods and Services of the Regional Secretariat of the Regency. Gorontalo.

Section of the Procurement of Goods and Services of the Regional Secretariat of the Regency. Gorontalo is one of the government agencies that carries out the process of selecting providers of goods/services procurement. In the case of the implementation of the procurement of goods/services in the Procurement Section of the Regional Secretariat of Gorontalo Regency in early 2018 it is still guided by the Presidential Regulation of the Republic of Indonesia Number 54 of 2010 concerning Government Procurement of Goods/Services, and from mid 2018 to 2020 the process of implementing the procurement of goods Government services have been guided by Presidential Regulation no. 16 of 2018 concerning Government Procurement of Goods/Services. The procurement of goods/services according to the regulations mentioned above is the activity of the procurement of goods/services by the Ministries/Institutions/Regional Apparatuses financed by the APBN/APBD whose process from the identification of needs to the handover of the results of the work. The data above shows that in 2018 the number of packages 75 were tendered with 14 OPD recipients with a budget of Rp 169,388,937,250. Meanwhile, in 2019 the number of packages tendered increased compared to the previous year's packages, which were 83 packages with 17 OPD

recipients with a budget of 120,582,292,954. Meanwhile, in 2020 the goods/services procurement package fell to 52 packages with 8 OPD receiving OPD and a budget of 110,976,111,715.

The results of initial observations made by researchers showed that the procurement of goods/services for the Procurement Section of the Regional Secretariat of Gorontalo Regency was still experiencing several obstacles. Some of the obstacles that occur include the implementation of providing explanations (*aanwijzing*) where the commitment of the working group team is not optimal in answering questions from participants. Meanwhile, in terms of the evaluation of the bidding document, there are problems that occur where the provider of goods/services does not clearly understand the contents of the selection document which is a reference for the prospective provider in compiling the bid document. In addition, in terms of proving qualifications, problems occur where management and provider quality are not optimal

Meanwhile, the results of the researcher's interview with an informant as a provider of goods/services explained that in the process of implementing the selection of providers of procurement of goods/services, providers who did not win the tender were given the opportunity to refute the announcement of the company that won the tender. From the table above in 2018 the number of packages tender, namely 75 packages with the number of rebuttal packages, namely 9 packages for procurement of goods/services. Furthermore, in 2019 the tender package amounted to 83 packages with a total of 9 rebuttal packages. Whereas in 2020 the number of packages is 52 packages with a rebuttal package of 6 packages. According to one informant, there is a rebuttal stage where the provider of goods/services feels that the bidding documents are

appropriate/complete, but the evaluation results of the working group on the documents submitted still have shortcomings.

The government goods/services procurement work package from all OPDs in Gorontalo Regency with a budget of 200 million for construction work and 100 million for consultancy work, the process of selecting providers is carried out in the Procurement Section of the Regional Secretariat of the District. Gorontalo.

Public Administration

Public Administration is the process by which public resources and personnel are organized and coordinated to formulate, implement, and manage decisions in the public [1]. Meanwhile, another opinion suggests that public administration is a complex combination of theory and practice, with the aim of promoting an understanding of government in relation to the governed society, and also encouraging public policy to be more responsive to social needs [2]. The conclusion that can be drawn from several notions of public administration is cooperation carried out by a group of people or institutions in carrying out government tasks to achieve government goals effectively and efficiently in order to meet public needs.

Public policy

The term policy is used in everyday practice but is used to replace very different activities or decisions. These terms are often used interchangeably with goals, programs, decisions, standards, proposals, and grand designs [3]. Policy is a series of actions or activities proposed by a person, group, or government in a certain environment where there are obstacles (difficulties) and possibilities (opportunities) in the policy [4].

Public Policy Implementation

Implementation is the process of

transforming a plan into practice. Implementation is basically the operationalization of various activities in order to achieve a goal. So etymologically, implementation can be intended as an activity related to the completion of a job by using means (tools) to obtain results [5]. In addition, other opinions say that implementation is the implementation of basic policy decisions, usually in the form of laws but can also take the form of orders or decisions of important executives or other judicial bodies, these decisions identify the problem to be overcome, state clearly the goals or objectives to be achieved in various ways to structure or regulate the implementation process [6]. However, the government in making policies must also first examine whether the policy can have a bad impact or not for the community. It aims so that a policy does not conflict with the community, let alone to the detriment of the community. Interpreting with regard to defining program terms into acceptable and feasible plans and instructions [7].

Procurement of Goods/Services

Procurement of goods and services is the acquisition of goods, services and company work in a certain way and time, which produces the best value for the company. Another definition regarding the procurement of goods and services is as disclosed [8]. namely the procurement of goods and services is an effort to obtain the desired goods and services carried out on the basis of logical and systematic thinking (the system of thought), following applicable norms and ethics, based on standard procurement methods and processes.

Procurement is an activity to obtain goods or services in a transparent, effective and efficient manner in accordance with the needs and desires of users [9]. In addition, the procurement of goods and services is essentially an effort by the user to obtain or

realize the desired goods and services, using certain methods and processes in order to reach an agreement on price, time, and other agreements [10]. In order for the nature or essence of the procurement of goods and services to be carried out as well as possible, both parties, namely the user and the provider, must always adhere to the philosophy of the procurement of goods and services, comply with the ethics and norms of the procurement of goods and services in force, follow the principles of procurement of goods and services. principles, methods and processes for the procurement of standard goods and services.

Based on this description and understanding, it can be stated that the philosophy of procurement of goods and services is an effort to obtain the desired goods and services carried out on the basis of logical and systematic thinking, following applicable norms and ethics, based on standard procurement methods and processes. Ethics, norms, principles and methods as well as the process of procurement of goods and services will be discussed in the related subchapters.

Dimensions of Procurement of Goods and Services

The implementation of the procurement of goods and services as disclosed by the implementation of procurement activities since planning must apply the principles of procurement of goods and services based on the principles of efficient, effective, competitive, transparent and responsible [10]. Based on Presidential Regulation No. 16 of 2018 procurement implementation includes several stages which include:

1. Implementation of qualifications includes competence, business ability, and fulfillment of requirements as a provider
2. Announcement
3. Registration and collection of election

- documents
4. Giving explanation
 5. Submission of bid documents
 6. Evaluation of bid documents includes quality and cost, budget ceiling, lowest cost.
 7. Determination and announcement of winners
 8. Disclaimer

RESEARCH METHODS

The approach used by researchers is to use a qualitative approach. Qualitative research is research that intends to understand the phenomenon of what is experienced by research subjects holistically and by way of description in the form of words and language, in a special natural context and by utilizing various scientific methods. The type of research in this proposal is Qualitative Descriptive Research. Qualitative descriptive research is a type of research that observes and captures factually and actually the real world and examines the behavior of individuals, groups and their daily experiences, as well as studying, explaining, or interpreting a case in its context systematically. natural without any intervention from outside parties [11] Data analysis using the approach of Miles and Huberman. Activities in data analysis are data reduction, data display, and conclusion drawing/verification [12]. Coherently, the data analysis technique was carried out through the stages as below.

1. Data Reduction

Data reduction was carried out through a selection process, focusing on simplification, abstracting and transforming data that emerged from written notes in the field. Data reduction is a form of analysis to sharpen, classify, direct, discard unnecessary, and organize data so that conclusions can be drawn and verified.

2. Data presentation

In this activity, a collection of information is presented that provides the possibility of drawing conclusions and taking action. The presentation is done in the form of tables and charts.

3. Drawing conclusions or verification

Drawing conclusions is an attempt to find the meaning of recorded data regarding patterns of explanation of possible configurations, causal paths, and prepositions..

RESEARCH RESULT

Evaluation of the implementation of government procurement of goods/ services in Gorontalo Regency

1. Aanwijzing (Briefing)

Aanwijzing is one of the processes in the selection of providers of goods/services carried out by the Procurement Working Group no later than 3 days from the announcement date with the aim of clarifying the documents for procurement of goods/services. This *Aanwijzing* will talk about the details of the work/project that will be tendered. Therefore, *aanwijzing* is one of the important processes that must be followed by bidders. By not taking part in *aanwijzing*, tender participants may experience difficulties in understanding the goods/services procurement project to be followed. As a result, the provider/partner may not fulfill the requirements of the required goods/services procurement document because of the miss of the explanation that has been made in the *aanwijzing*. Providing explanations in the implementation of government procurement of goods/services in the Procurement Section of the Gorontalo Regency Secretariat of Goods/Services, as can be explained in the results of interviews with informants with the initials AH as Head of Sub-Section Working Group for the procurement of

goods/services as follows:

The Pokja gave an initial explanation according to the schedule. In the opening, the Pokja congratulated the providers who passed the procurement of goods/services. The Pokja was trying to provide explanations on time, but some of these activities were forgotten by the Pokja. However, we tried to keep giving the initial explanation and trying to be consistent in giving explanations because after 12 o'clock, the working group was given 3 hours to explain. Giving an explanation regarding the selection document for the procurement of goods/services (Results of the interview, AH, 17 November 2021).

The results of this interview showed that the working group had provided an initial explanation related to the election document. The schedule for providing explanations is carried out within a period of 3 hours after the determination of the provider who passes the procurement of government goods/services. This explanation also has a predetermined schedule. The results of this interview were confirmed by an informant with the initials ML as a working group team who explained that:

Basically, it is also stated in Presidential Decree No. 21 regarding the main tasks of the Working Group, including an explanation to the provider according to the time specified. Where the explanation is done clearly about what the provider needs to know. And it is done consistently even though there are obstacles, the working group is still given space to answer questions from providers. For document problems, the working group tries to answer as much as possible but regarding the technicalities of the uploaded offer package, the working group always

coordinates with the user in this case the PPK to provide an explanation submitted by the provider (Interview results, ML, 17 November 2021)

Based on the results of interviews and observations of researchers obtained that: the explanation has been done well by the selection working group. This can be seen from the implementation of the election including the provision of an initial explanation carried out by the Pokja. The explanation is carried out according to a set schedule. There are things related to the conditions listed in the document which will be uploaded in the schedule for giving explanations.

All participants who register will see and provide input when there are things that need to be changed regarding the documents that have been uploaded by the Election Working Group. In addition, the working group is always consistent with the schedule unless there are urgent matters so that the schedule changes and the working group is consistent with the questions asked by the participants and that is where communication is built between the working group and the providers of goods/services. for a period of 3 hours. However, if there are questions from bidders containing technical work, the working group must first coordinate with the PPK.

2. Bid Document Evaluation

Procurement of government goods/services is an important function of every government organization. Efficient, effective, accountable and transparent procurement is very important in order to realize the effectiveness of achieving government program performance [13]. In addition to the stage of providing the initial explanation, in the implementation of the procurement of government goods/services, the next

stage is the stage of evaluating the bidding document. This can be explained in the following interview with the HK informant as the Head of the Government Goods/Services Procurement Section:

Therefore, we at the Pokja have understand all the rules, both Permen and Presidential Decrees related to the procurement of government goods/services. In addition, the evaluation of the bidding documents is in accordance with the applicable rules. And if the selection document is not appropriate, it will be rejected by the PPK (Interview results, HK, 17 November 2021).

This statement is obtained that in carrying out the evaluation stage of the bidding document, the working group really understands all the provisions or rules set. The employees assigned to this Pokja unit are professional people and already have certificates related to their main duties as a working group for the procurement of goods/services. In addition, the evaluation of the bid documents has complied with the applicable regulations. And if the election document is not appropriate, it will be rejected by the PPK. This is in line with what was conveyed by the informant with the initials AH as Head of the Sub-Section for Procurement of Goods/Services who said that:

In my opinion, regarding the evaluation of the bid document, it should be in accordance with the selection document because everything in the selection document is a requirement for the provider of goods/services procurement. However, sometimes there are several things that need to be considered. the difference between employees. Often there are also employees who interpret the existing rules with other employees (Interview,

AH, 17 November 2021). From this statement, it is found that the bid evaluation stage is adjusted to the selection document because everything in the selection document is a requirement for providers of government goods/services procurement.

However, the understanding of this election document often varies according to the interpretation of the rules of each employee. So based on the description above, the researcher concludes that in the evaluation stage of the bidding document, it has been carried out but is not optimal. In carrying out the evaluation of the bid documents, the working group understands the documents including the provisions or rules that have been set. Besides that, the people appointed as the election working groups are professional people who already have certificates in accordance with their main duties and functions. Therefore, each working group is required to be able to understand all regulations, both Ministerial Regulations and Regulations relating to the procurement of government goods/services. In addition, the evaluation of the bidding documents is in accordance with the applicable regulations. And if the election document is not appropriate, it will be rejected by the PPK. However, understanding of the rules is not fully understood and understood because it is proven that there are still some working groups who do not understand the contents of the document, especially if there are new rules or regulations. In the evaluation stage of bid documents, there are stages which include evaluation of qualification documents, evaluation of technical documents consisting of a list of equipment, attachments, list of personnel and attachments as well as

RK3K and the last is a price document.

3. Proof of qualification

Procurement of goods/services carried out by providers of goods/services must be done by ~~the~~ providers of goods/services. Providers of goods/services who will follow the process of selecting providers of goods/services must meet certain requirements [14]. The fulfillment of the requirements for the providers of goods/services is assessed through a qualification process (both pre-qualification and post-qualification) by the procurement working group. Qualification is the process of assessing competence and business capability as well as fulfilling certain other requirements from providers of goods/services. One of the activities in the qualification process is qualification assessment.

This assessment is carried out on the data listed (not original data) by the provider of goods/services in the qualification form. This condition is very vulnerable to the practice of data manipulation by the provider of goods/services with the aim of passing qualification. To find out about the stages of proving data qualification, see the following interview between the researcher and the informant with the initials YD as a provider of government goods/services who said that: Qualifying documents are in accordance with the documents sent.

Because this determines whether or not the bid submitted (Interview, YD, 17 November 2021). This statement is obtained that the documents sent are the determinants of whether or not the bidders pass or fail. This was confirmed by another informant with the initials ML as Pokja who said that: Judging from the verification of qualifications, where the prospective provider did not

come at the appointed time so that the working group was still waiting for the working group to come to the verification location. So the working group is forced to give time to providers 1x24 hours or 2x24 hours from the specified schedule. In addition, the qualification document in the system limits the range of movement of the provider. Because sometimes there are documents that are brought by the provider with other supporting documents as proof that the company from the provider is legal and is not included as a blacklisted company (Interview, ML, 17 November 2021)

This statement is obtained that the implementation of the procurement of goods/services, the provider is often late for reasons far from the location of evidence. So the Working Group provides a policy of adding 1x24 hours or 2x24 hours. And the documents sent are in accordance with the documents owned by the provider. However, according to the provider, the documents sent were incomplete because other supporting documents were requested by the system. Based on the results of interviews and observations of researchers, it can be concluded that the verification of qualifications, where the prospective provider does not come at the time that has been determined so that the working group is still waiting for the working group to come to the verification location. However, there are also prospective providers who arrive on time because the distance from the proof location is close. There are even those who arrive at the end of the specified time limit, but there are also prospective providers who ask for a policy from the working group to increase the time because there are documents that have not been brought to the document

verification location. So the working group is forced to give time to providers 1x24 hours or 2x24 hours from the specified schedule.

4. Rebuttal

Disclaimer is a rebuttal or protest from the party who feels aggrieved against the opinion or decision of the decision-making official who wins the service provider [15]. The implementation of the disclaimer stage is carried out 5 days after the announcement of the tender winner, while the time for responding to the disclaimer is 3 days by the working group for the procurement of government goods/services. In the disclaimer stage, both the working group and the participants must understand the material for the disclaimer. This is as stated by an informant with the initials YD as a contractor who stated that:

Yes, you must understand the content of the objection. So that the answer can be accepted by prospective providers of government goods/services (Interview results, YD, 17 November 2021)

This statement illustrates that the working group team must understand the contents of the objections submitted by prospective government goods/service providers. Based on the results of interviews and observations of researchers, it can be concluded that the working group team tries to provide answers to prospective providers in a good, relevant, and transparent manner. However, often the prospective provider does not understand the content of the object being refuted. According to the rules, the working group is given 3 days to provide answers to the contents of the material. In the rebuttal stage, the working group takes an inventory and identifies the disclaimer material to the

preparation and preparation of answers. If the answer given by the Working Group does not match the expectations of the tender participant, the bidder who is declared void can file a rebuttal of appeal.

5. Factors Affecting the implementation of government procurement of goods/services in Gorontalo Regency..

a. Resource

Resources are selected as factors that influence the success of policy implementation, requiring the support of human resources and budgetary/financial resources to implement the policy implementation. The resources here relate to all sources that can be used to support the successful implementation of the policy, and facilities and infrastructure.

Policy implementation will not be successful without the support of sufficient quality human resources. The quality of human resources is related to skills, dedication, professionalism and competence in their fields. While quantity is related to the number of human resources whether it is sufficient to cover the entire target group. This was conveyed by informants with the initials YD as Contractor and MK and SK as PPK stated that:

So far, the resources, both human resources and facilities and infrastructure are very adequate and support the implementation of the government's procurement of goods/services (Interview, YD, 17 November 2021)

This statement illustrates that both human resources and facilities and infrastructure are very adequate in the implementation of the procurement of goods/services.

Based on the results of interviews and observations of researchers, it can be concluded that both human resources and facilities and infrastructure are adequate. However, if the number of packages offered is large, the Working Group will ask for the assistance of personnel from other OPDs to become an election working group.

b. Socio-Political and Economic Conditions

The second factor that affects the implementation of government procurement of goods/services is socio-political and economic factors. The following are the results of the researcher's interview with the RK informant as a contractor

From a socio-political and economic point of view, it is quite influential in determining the winner of the tender (Interview, RK, 17 November 2021). Based on the results of interviews and observations of researchers, it can be concluded that social, political and economic factors greatly affect the implementation of government procurement of goods/services. From an economic point of view, the tender process is the starting point for selecting business actors. And business actors will compete in and will take advantage of existing resources and of course will increase the economic income of the community. And judging from the social conditions, the community can work or be directly involved in the project. If politics is very influential, but the working group must still be guided by the existing rules. So, there will be considerations that must be placed on the rules in the procurement of goods/service

c. Disposition

In the implementation of government procurement of goods/services, one of the factors that influence the achievement of policy success is the disposition of the working group team commitment. This disposition is defined as the attitude of the implementers to implement the policy. In implementing policies, if they want to succeed effectively and efficiently, implementers must not only know what they have to do and have the ability to implement the policy, but the working group must also have the will to implement the policy. Important things in the disposition of the implementor include the attitude of the implementer, the level of compliance of the implementer and the provision of incentives. This is as stated by an informant with the initials YD, as a contractor who said that:

So far, the working group team has never side with one bidder, all of them are served by the working group team (Interview, YD, 17 November 2021). Based on this, it can be concluded that the disposition factor can affect the process of implementing government procurement of goods/services in the provider selection stage, it's just that the working group's attitude must always be able to understand the existing rules, so that everything can be adjusted. Disposition in this case is defined as the attitude and commitment of the policy implementer to a policy or program that must be implemented. In this case, the disposition in question is the commitment of the working group team. The provider selection process is normative and the entire working

group team will comply with all procurement ethics and sign the fact of integrity.

DISCUSSION

Evaluation of the implementation of government procurement of goods/services in Gorontalo Regency

1. Briefing

The results showed that the explanation was carried out well by the working group. This can be seen from the implementation of the election including the provision of an initial explanation carried out by the Pokja. The explanation is carried out according to a set schedule. There are things related to the conditions listed in the document which will be uploaded in the schedule for giving explanations. All participants who register will see and provide input when there are things that need to be changed regarding the documents that have been uploaded by the Election Working Group.

2. Bid Document Evaluation

The results of the study showed that the evaluation stage of the bid documents had been carried out well. In carrying out the evaluation of bid documents, the working group understands the documents including the provisions or rules that have been set. Besides that, the people who are assigned to the Pokja are professional people who already have a certificate in accordance with their main duties and responsibilities as an election working group. Therefore, each working group is required to be able to understand all regulations, both Ministerial Regulations and

Regulations relating to the procurement of government goods/services.

In addition, the evaluation of the bid documents must comply with the

applicable regulations. And if the election document is not appropriate, it will be rejected by the PPK. However, not all working groups know and understand the rules, because it is proven that there are still some working groups who do not understand the contents of the document, especially if there are new rules or regulations. In the evaluation stage of bid documents, there are 2 stages which include evaluation of qualification documents, evaluation of technical documents consisting of a list of equipment, attachments, list of personnel and attachments as well as RK3K and the last is a price document.

3. Proof of Qualification

The results showed that the stages of proving the qualifications had been carried out in accordance with existing regulations. However, sometimes the prospective providers did not come at the appointed times so the working group was still waiting for the prospective providers/participants to arrive. However, there were also working groups that arrived on time because of the distance from the verification location. In fact, there are those who arrive at the end of the specified time limit, but there are also prospective providers who ask for a policy from the working group to increase the time because there are documents that have not been brought to the document verification location. So the working group is forced to give time to providers 1x24 hours or 2x24 hours from the specified schedule.

Proof of qualification must be done by comparing the data on the qualification form with the original document. What is meant by original document here is a document whose name is explicitly stated in the qualification form, for example SBU,

NIB, company establishment deed and its amendments (if any), annual tax return, contract ever implemented. To find out what documents must be requested from the goods/services provider, the procurement working group must be careful in determining; approximately which of the data in the qualification form must be proven by original documents.

Proof of qualification is one of the mandatory steps as well as the final step that the selection working group must to select a truly competent provider of goods and services.

4. Rebuttal

The results showed that the working group team tried to provide answers to potential providers in a good, relevant, and transparent manner. However, often the prospective providers do not understand the content of the material being refuted. According to the rules, the working group is given for 3 days in providing answers to the contents of the material. In the rebuttal stage, the working group takes an inventory and identifies the disclaimer material to the preparation and preparation of answers. If the answer given by the Working Group does not match the expectations of the tender participant, the bidder who is declared void can file a rebuttal of appeal

Execution of objections. The researcher observed that in accordance with existing regulations, it was the responsibility of the Working Group to respond to objections from bidders. Meanwhile, judging from the understanding of the content of the disclaimer material, the results of the researchers' observations where the tender participants did not understand the content of the disclaimer material and did not comply with the existing rules.

Factors Affecting the implementation of government procurement of goods/ services in Gorontalo Regency

1. Resource

The results of the study indicate that both human resources and facilities and infrastructure are adequate and able to influence the implementation of government procurement of goods/services. This can be seen if the number of packages to be tendered is large, so the working group cannot carry out the provider selection process quickly, so the working group asks for personnel assistance from other OPDs to become the selection working group.

2. Socio-political & economic conditions

The results of the study indicate that social, political and economic factors greatly influence the implementation of out by the working group but the government procurement of goods/services. From an economic point of view, the tender process is the starting point for selecting business actors. And business actors will compete in and will take advantage of existing resources and of course will increase the economic income of the community. And judging from the social conditions, the community can work or be directly involved in the project. If politics is very influential, but the working group must still be guided by the existing rules. So, there will be considerations that must be placed on the rules in the procurement of goods/services

3. Disposition/Commitment

Success Based on this, it can be concluded that the disposition factor can affect the process of implementing government procurement of goods/services in the provider selection stage, it's just that the working group's attitude must always be able to understand the existing rules, so that

everything can be adjusted. Disposition in this case is defined as the attitude and commitment of the policy implementer to a policy or program that must be implemented. In this case, the disposition in question is the commitment of the working group team. The provider selection process is normative and the entire working group team will comply with all procurement ethics and sign the fact of integrity.

CONCLUSION

1. The implementation of government procurement of goods/services in Gorontalo Regency has been carried out according to existing regulations but is not yet optimal. This can be seen in 4 stages, namely:

- a. Stages of giving an explanation. The giving of explanations has been carried out with the readiness of the working group in providing initial explanations and in answering questions from participants is still not optimal, because there are still working groups that provide initial explanations that have passed the specified time.
- b. The evaluation stage of the bidding document has followed the existing regulations, however, due to frequent changes in existing regulations, the understanding of the working group may differ from one another. Because there are working groups that can quickly adjust existing regulations, some are not.
- c. The stages of proving qualifications have been followed in accordance with existing regulations. It's just that the timeliness of the prospective provider is still lacking because it always comes at the time of proving the qualifications will end.
- d. In the objection stage, the Working Group tries to provide answers to

prospective providers in a good, relevant, and transparent manner. It's just that the bidders are dissatisfied. Because they didn't win, they use the rebuttal route to express their dissatisfaction even though they don't understand the material of the rebuttal.

2. Factors that affect the implementation of the procurement of goods/services which include resources of social, political and economic conditions as well as disposition factors

a. Resource

Human resources and facilities and infrastructure are sufficient [15]. However, if the number of packages being tendered is large, the Working Group will ask for personnel assistance from other OPDs to become an election working group.

b. Socio-political and economic conditions social, political and economic factors greatly influence the implementation of government procurement of goods/services. From an economic point of view, the tender process is the starting point for selecting business actors. And business actors will compete in and will take advantage of existing resources and of course will increase the economic income of the community. And judging from the social conditions, the community can work or be directly involved in the project. If politics is very influential, but the working group must still be guided by the existing rules. So, there will be considerations that must be placed on the rules in the procurement of goods/services

c. Implementor's disposition the disposition factor can affect the process of implementing government procurement of goods/services in the provider selection stage, it's just that

the working group's attitude must always be able to understand the existing rules, so that everything can be adjusted.

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