

## Lelang Proyek

(1) Di Negeri Beruang Hitam banyak petinggi yang disebut-sebut sebagai tikus berdasi. Tahukah kalian bagaimana penilakunya?

(2) Di Negeri Beruang Hitam ada banyak dinas, salah satunya adalah Dinas Prasarana Publik (DPP) yang pekerjaannya antara lain membangun dan merawat jalan-jalan raya negen di. Salah satu proyek yang telah mendapat persetujuan DPR ialah renovasi jalan arteri di panta selatan sepanjang 120 km. Pagu anggaran renovasi itu ditetapkan sebesar 500 milyar Sesuai dengan peraturan perundangan, proyek sebesar itu tidak boleh dilakukan melalui penunjukan langsung, tetapi harus melalui lelang. Semua peserta harus mengajukan penawaran disertai RAB (Rencana Anggaran dan Biaya). Maka, para kontraktor pun berdatangan mengajukan penawaran.

(3) Kontraktor A mengajukan penawaran 400 milyar. Dalam RAB-nya disebutkan bahwa dana tersebut akan dihabiskan semua untuk renovasi sehingga hasilnya benar-benar bagus. Ia yakin bakal menang karena penawarannya masih di bawah pagu yang ditetapkan dan ia bisa menjamin bahwa kualitas renovasinya bagus.

"Penawaran dipertimbangkan," jawab panitia lelang.

(4) Selanjutnya, Kontraktor B mengajukan penawaran sebesar 450 milyar. Rinciannya 400 M untuk renovasi, 25 milyar untuk keuntungan perusahaan, dan 25 milyar biaya lain-lain. Kontraktor B juga yakin bakal menang karena RAB-nya masih di bawah pagu yang ditetapkan dan ada sedikit "bagi-bagi kue".

"Penawaran dipertimbangkan," jawab panitia lelang.

(5) Kemudian, Kontraktor C mengajukan penawaran sebesar 499 milyar. Rinciannya 300 milyar untuk renovasi, 99 milyar untuk keuntungan perusahaan, dan 100 milyar untuk biaya lain-lain. Kontraktor C juga yakin bakal menang karena RAB-nya masih di bawah pagu yang ditetapkan dan lebih menggiurkan.

(6) Pada waktu pengumuman lelang, ternyata pemenang lelang jatuh pada Kontraktor C. Maka, Kontraktor A protes, "Penawaran kami kan paling rendah, kenapa kami kalah? Apa Tur tidak keliru dalam memutuskan pemenang lelang?"

(7) Panitia lelang menjawab, "Tidak keliru, Tuan. Penetapan pemenang lelang sudah sesuai prosedur. Perusahaan Tuan boros sehingga kalah. Untuk renovasi jalan, Tuan akan menghabiskan 400 M. Coba bandingkan dengan Kontraktor pemenang! Untuk renovasi jalan dia cukup dengan 300 M saja. Jadi, siapa yang lebih efisien?"

(8) Kontraktor A melongo, "O, begitu? Ya, kami paham, kelak kami akan mengajukan penawaran yang lebih efisien lagi," jawabnya dengan nada kesal. "Pantas kalau orang-orang menyebut mereka tikus berdasi, ada-ada saja modus operandi untuk mencatut," umpatnya dalam hati.

(9) Begitulah sekelumit cerita lelang proyek di Negeri Beruang Hitam yang aneh tapi nyata. Kalau ingin mendapat proyek di sana, jangan menentang arus, tapi harus ikut arus. Masuk kandang kambing mengembik, masuk kandang kerbau menguak. Tapi, apa gunanya menang lelang kalau harus dengan cara kotor?

## Tugas 1

## a. Analisis struktur

Tunjukkan bagian-bagian anekdot tersebut dengan melengkapi label berikut!

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**SA Adler**



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