

## **Abstract**

Selecting the 'right' winner is a complex decision for company who organize goods procurement tender. Because process selecting the 'right' winner is typical multiple criteria decision-making problem that embraces both quantitative and qualitative criteria. A multiple criteria decision-making method is then needed in order to deal with such assessments.

In this paper the evidential reasoning (ER) approach (which is capable of processing both quantitative and qualitative criteria) is applied as a means of solving the tender winner selection problem. Conclusion of this papper is evidential reasoning method can reduce subjectivity in election tender winner compared to previous method that PT Jasa Marga used.

**Key words** : *decision making, evidential reasoning, tender*