would be disqualified from the bidding process, without the necessity of target price reduction, by the Service Provider, regarding the new contract. The new robot is illustrated in the following Figure 3:

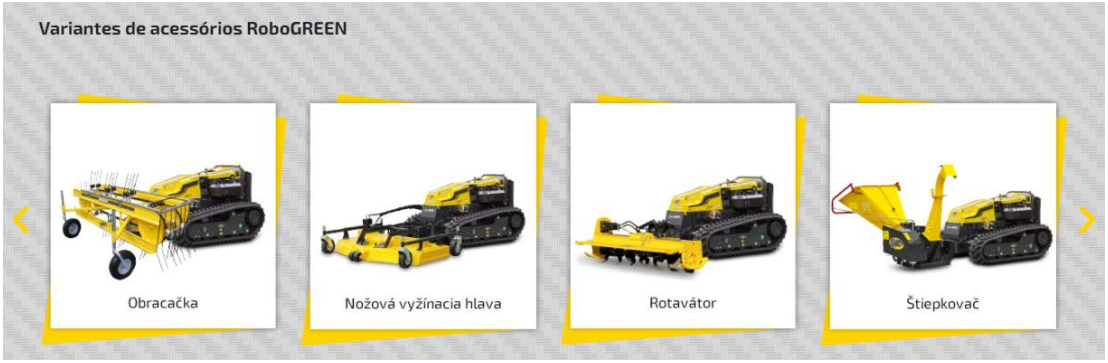

Fig. 3: - The Robogreen. Source: Robogreen (2021)

Observe in Figure 3 the Robogreen, a remote-control machine that could transport up to 23 types of tools and perform jobs regardless of the environment or season, able to conquer almost all sorts of terrains. "Robust cabling, sophisticated technologies, and variability of work usage make it the absolute world leader in the field of work supports." (Robogreen, 2021, p.1)

THE COMPETITOR WINS THE NEGOTIATION:-

After ninety days of the bidding process start, the Service Provider's CEO received a call from the PTC's Supply Board, informing that the main competitor from Rio de Janeiro won the contest and would become the new contractor. Immediately after receiving the information, the executives from the Service Provider requested a face-to-face meeting with the CEO of the PTC, even without having communicated the result of the process to the President of the Private Company and without knowing how they would revert to the decision.

Next, the Service Provider President and the company lawyer decided to turn the table and save the contract, taking the first flight to São Paulo. The PTC CEO promptly welcomed them. They knew each other for a long time, and the conversation went in a friendly mood. The CEO explained that the competitor presented a better proposal than the Service Provider.

While the Supply Manager was talking with the President of CORTE E GRAMA LTDA, Executive Recife realized that the contract signed with the winning company of the event was on the table of this Manager and tried to enter the number of the National Registry of Legal Entities - CNPJ of the Company on Google through his mobile phone, to quickly expedite the winner.

Executive Recife made a query to the number of the Register of Individuals - CPF[1] of the Company's partners and thus concluded that one of them had several other companies in his name and that one of these companies was included in Operation Lava Jato[2] for alleged payments of bribes to Petrobras

[1] CPF is the personal government record equivalent to the social security register in the USA.
[2] Note (³): a set of investigations, carried out by the Brazilian Federal Police, which has served more than 1,000 search and seizure mandates, temporary arrest, pretrial detention and coercive driving, in order to investigate money laundering scheme that moved billions of reais in bribes. The operation began on March 17, 2014 and ended on February 1, 2021 and had 80 operational phases.