

# Gaining the Benefits from e-Procurement Systems



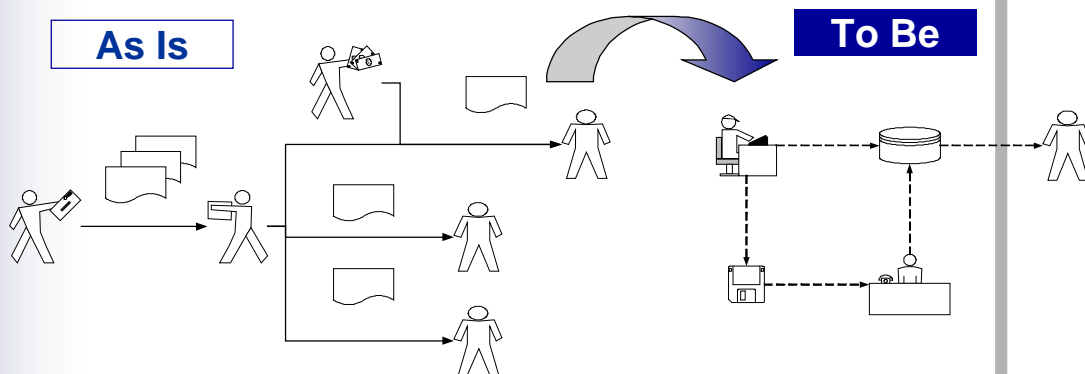
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## Purchasing Challenges

- Ø Most of us have bought something over the Internet recently. Books, groceries, financial services and household items are all readily available. The process is easy, point and click, the software required is installed on your PC when you buy it and the goods are delivered to your door. Software for replicating this process in your organisation is widely available but the application of it is complicated by factors that do not exist when you use your home PC.
- Ø Internal audit requirements often create the first obstacle. How can you be certain that the goods to be ordered are properly authorised, checked on receipt and paid for accurately, never mind the question of whether or not they are really needed in the first place?
- Ø You probably have some form of purchase order at present, almost definitely a suppliers invoice and a goods received note. If you have to match these before paying the bill, what benefits have you gained from simply ordering electronically?

## The Answer

One answer lies in developing an effective change management programme, allied to a process redesign project. Your objective must be to remove paper!



## e-Procurement

E-procurement is not simply a way of ordering on-line it must be seen as a tool that will reinforce your corporate strategies and objectives and really deliver benefits in terms of internal process efficiencies as well as purchasing prices. That means that E-procurement is not just about installing software or joining an Internet portal arrangement, nor is it a way of satisfying your drive towards E-government, it is about **improving service delivery**.