eCommerce in Public Procurement

Panel Members:

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Short Panel Outline

Growing pressures from increasingly tight budgets in the public sector reinforce the
need to reorganise and streamline inefficient procurement procedures. Electronic
commerce with new Internet-based technologies can significantly improve public
procurement. Mayor improvements can be expected in terms of lower procurement
process cost (lower administrative overhead, lower transaction costs, more timely
receiving of products, reducing procurement cycle time), lower cost of materials

and services, better public sector – suppliers relationships and transparency in tender bids.

Issues to Be Discussed

How to achieve a cultural change and shift from current business practice to e-procurement?

Which are the Real Benefits of the Public E-Procurement to Public Sector?

Which are the main obstacles in introducing electronic commerce in public procurement?

How is the procurement process organised today and what process re-engineering is required for the implementation of e-commerce technologies?

What is the state of the practice of the e-procurement in public sector organisations (e.g. US Defence Department, Belgium Ministry of Defence)?

Are e-procurement vendor solutions meeting user requirements?

How to start the implementation of e-commerce? Would the public-private partnership be the right way?

Can the public sector induce its suppliers to switch to e-commerce?

How will the technologies' impact on procurement emerge in the future?

Objectives

The aim of the panel is to highlight e-procurement from different views of practitioners, solutions and service providers, purchasing managers and electronic commerce experts.