

# Understanding the Power of eProcurement

Bob Sievert  
Chief Information Officer  
National Association of State Procurement Officials



## eProcurement – What is it?

Wikipedia



*“Business-to-government purchase and sale of supplies, work, and services through the Internet as well as other information and networking systems, such as electronic data interchange and enterprise resource planning,” (Wikipedia).*





Let's break it down.... *in 'plain English'*

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First “Procurement”... What’s included?

**What**

Every process involved  
in buying a commodity or  
a service and managing  
that activity.

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## That means...



Need It



Order It



Approve It



Receive It



Find It



Pay for It

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## Impacted processes...



- Accounting
- Budget Management
- Receiving
- Inventory Management
- Invoice & Payment Processing
- 'Internal Sources'

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Next... Who is included?

It starts with some employee,  
somewhere... “I need”



## the “Who”

Employees	Vendors
Supervisors	Receivers
Budget	Asset Managers
Accounting	Help Desk
Buyers	Auditors
Public	



And finally...

“e”

*Electronic...*  
automating it all !



## Bringing it together...

### eProcurement

Automated tools for every procurement process  
with robust business rules for approvals and governance  
bringing real spend data together for meaningful analytics  
with integration capabilities to other systems

*Think Empower and Flexibility*



# eProcurement Systems the “List”

Need to Pay

Catalog Management

Vendor Management

Sourcing/Bid Management

Contract Management

Spend/Data Analytics & Reporting

Plus...

Buyer Portal

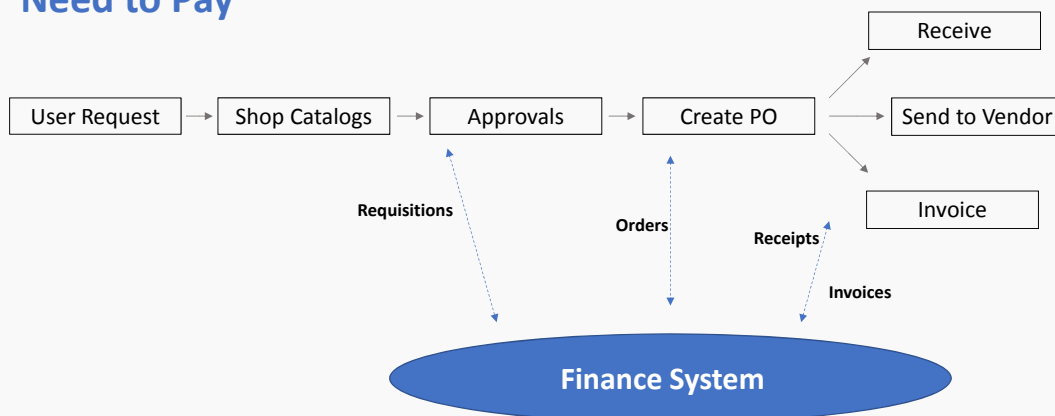
Vendor Portal

Integration

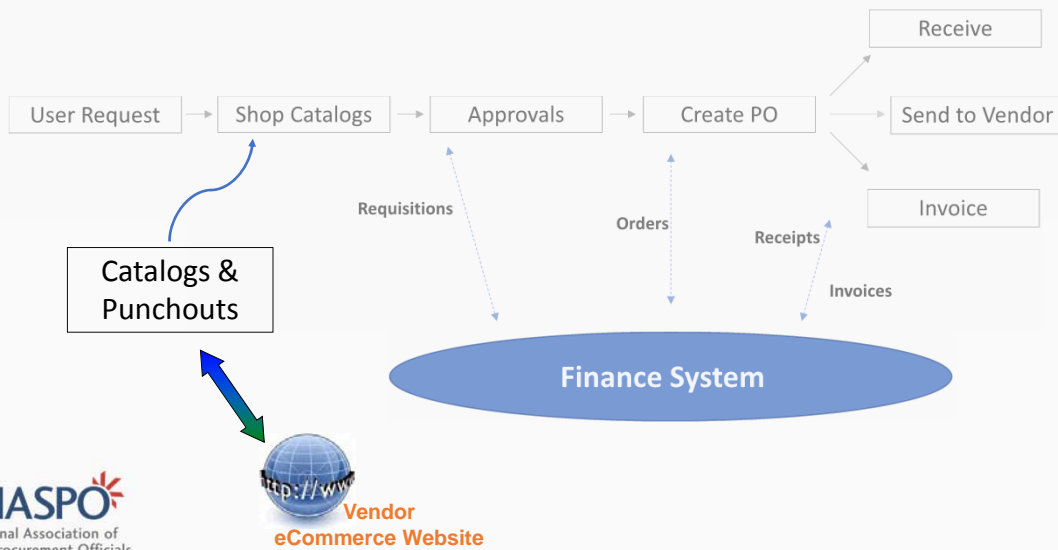


## Let's take a deeper dive...

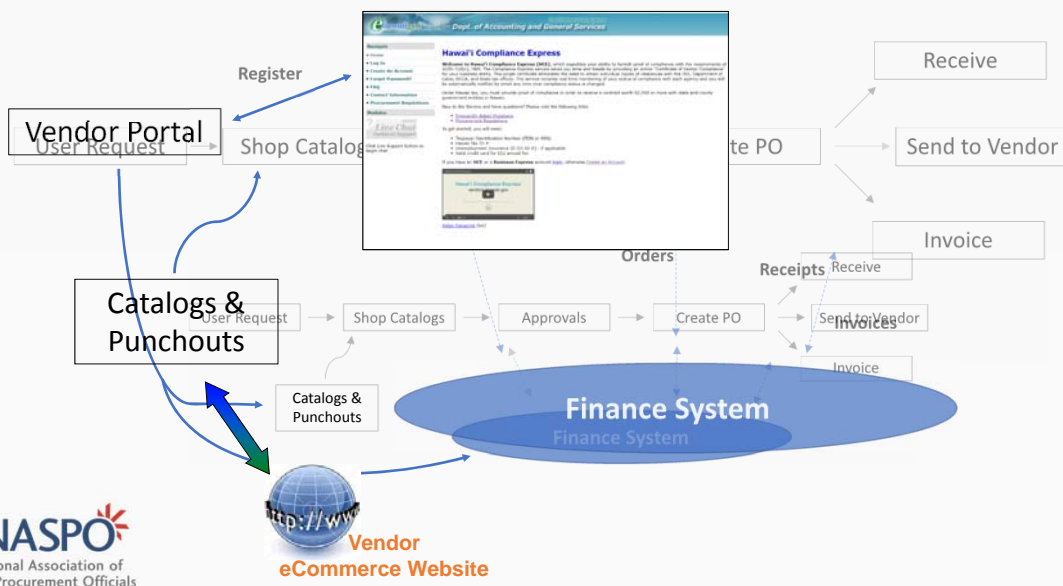
### Need to Pay



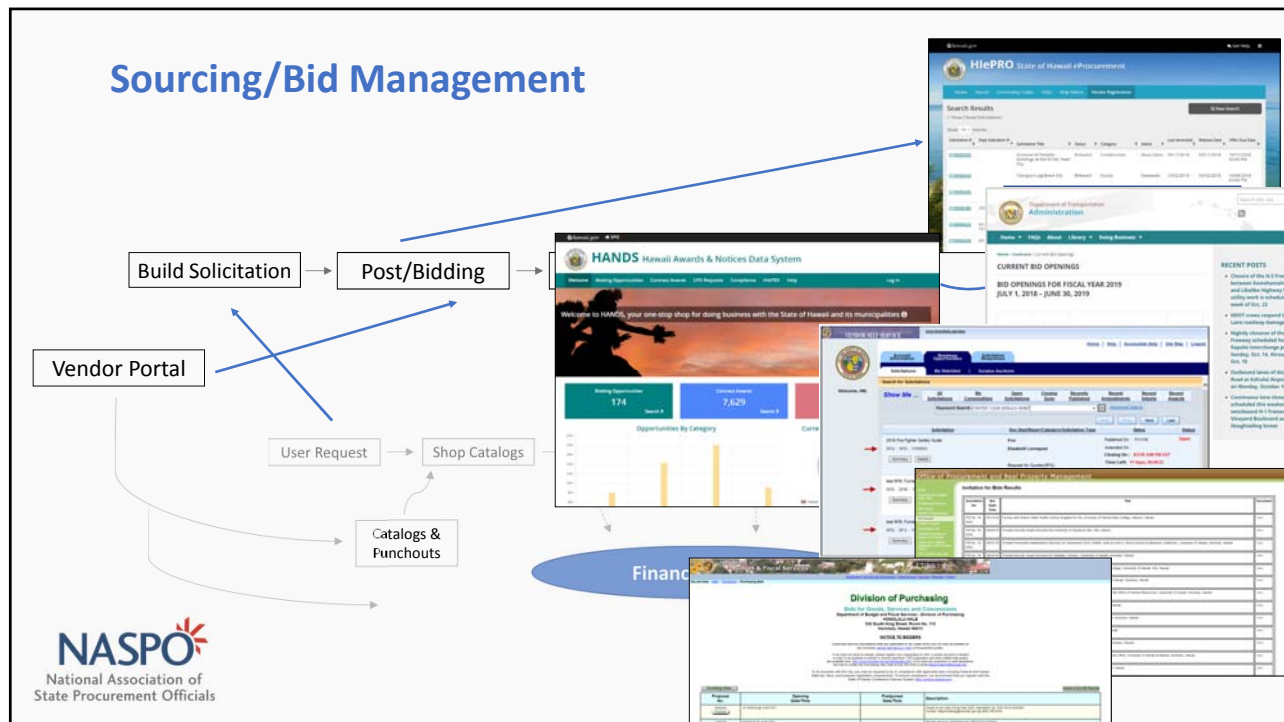
## Catalog Management



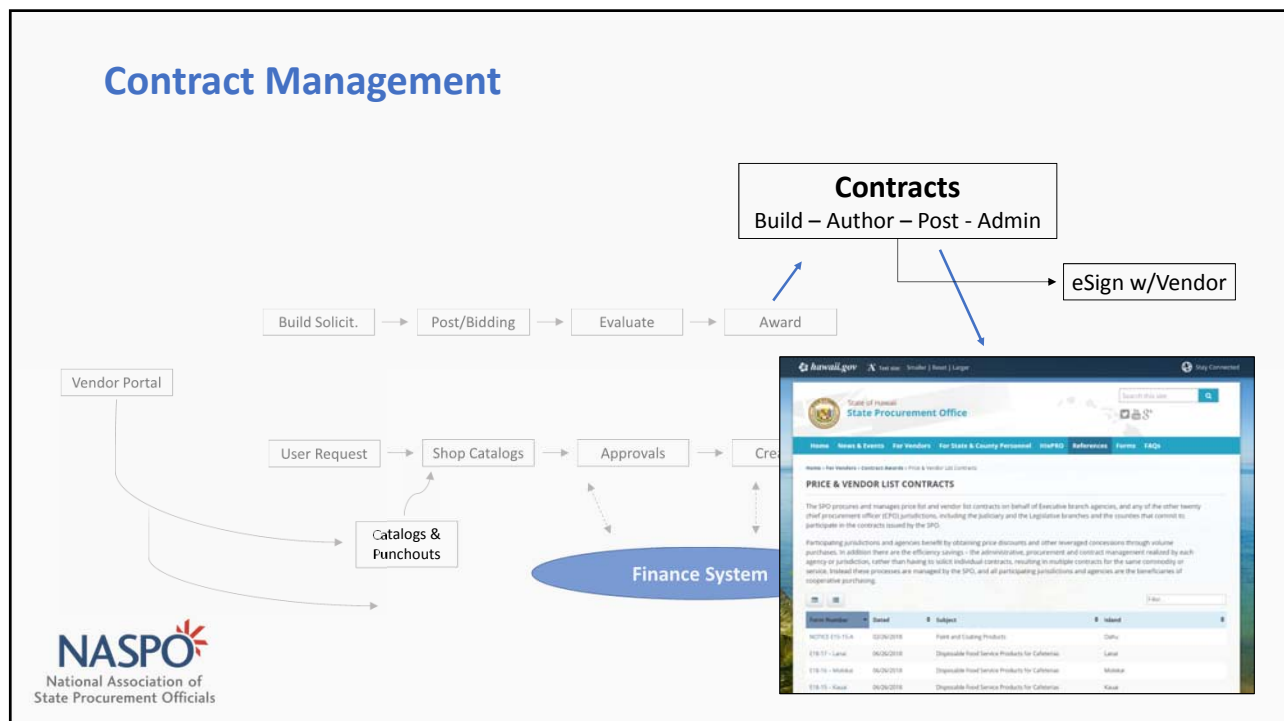
## Catalog Management



## Sourcing/Bid Management

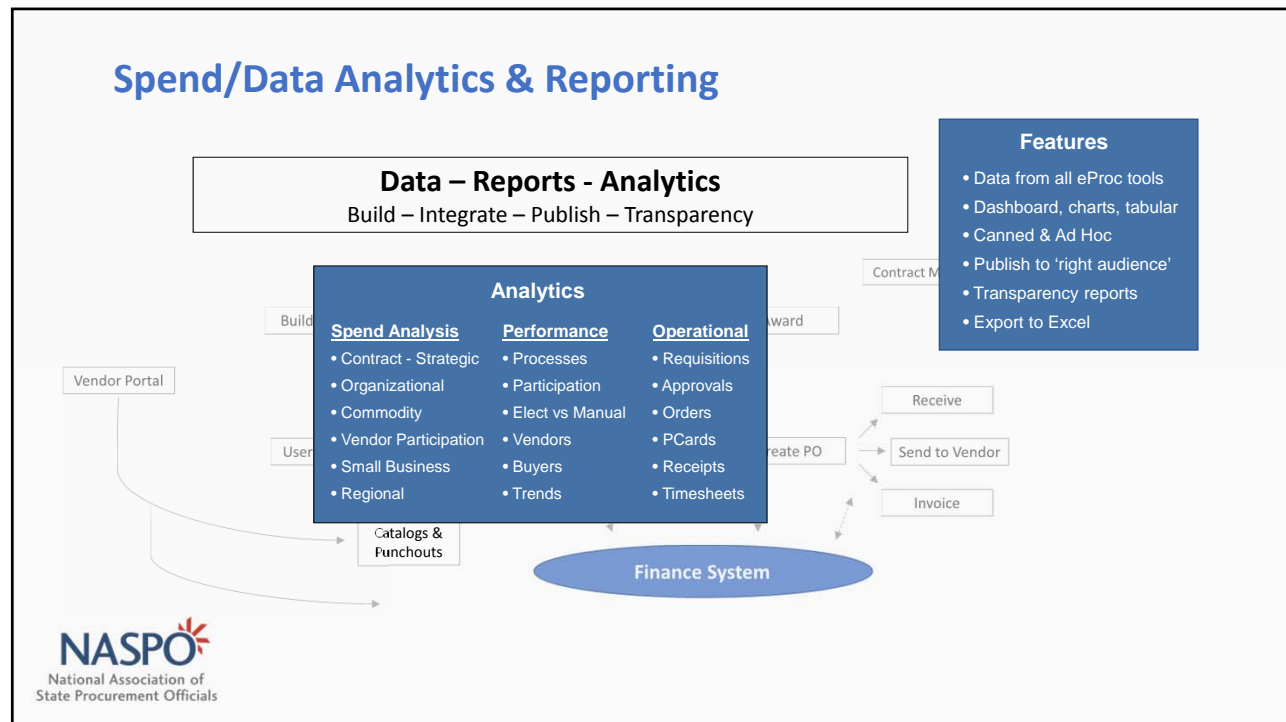


## Contract Management

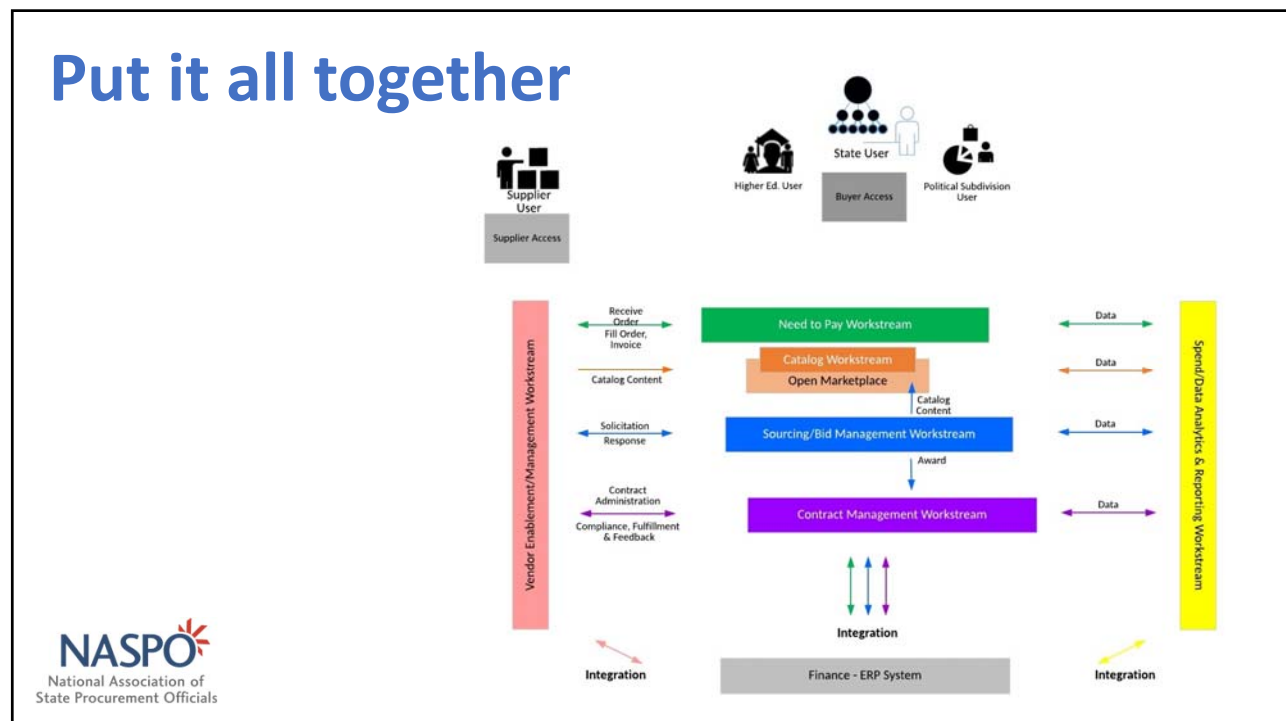




## Spend/Data Analytics & Reporting



## Put it all together



## the 'Power' for *Purchasing*

**Faster, simpler...**  
*more efficient*

- One place, all buying
- From paper to electronic
- Empower employees to buy
- Approvals on-line

Configure it to fit *You*



- Electronic bids & evaluate on-line
- Automate the Award & posting
- Contracts & catalogs generated... and post it

## the 'Power' for *Purchasing*

**and More...**

Increases competition.... better prices  
Increases Small Business participation  
Standardization and consistency  
Built-in Oversight  
Stop the double entry... *Integration*  
Transparency, internally & public



Free up your staff by empowering employees

## the 'Power' for *Vendors*

**Faster, simpler...**  
*more efficient*

- One place to register, to do business
- From paper to electronic
- Email bid invitations
- Bid on-line
- Orders come electronically
- Submit Invoices on-line... get paid faster !



## the 'Power' for *Vendors*

**Their More...**

Access to more Solicitations...

*one place, find more business*

Small Business becomes eCommerce ready

Access to data... *market analysis*

*who buys what I sell*

*what did they pay*

*when do they buy*

Consistency in doing business

*State, Counties, Cities, Towns...*

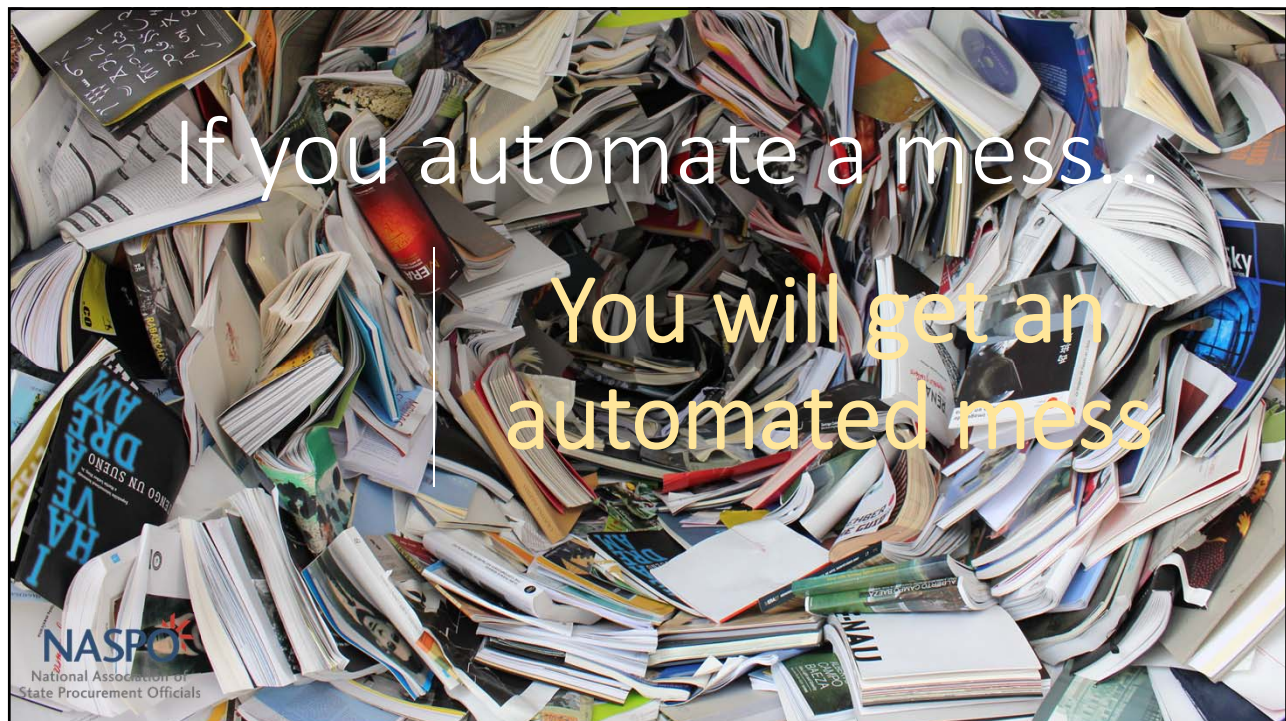


Where do I begin?



If you automate a mess...

You will get an  
automated mess



## Processes first... *be automatable*

Understand and streamline your current processes

The entire process, not just what procurement does

Identify what 'must be done'  
*not how you do it*

What are the 'pain' points...  
*yours & customers*

Challenge yourself to expect more from technology

Ask where could automation change things

Be open to change

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## And remember to consider everyone in the process

Collaboration fosters not only insight but buy-in as well

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What **Questions**  
Do You Have?

**Bob Sievert, CEPP**  
(859) 618-6871 Office  
[bsievert@naspo.org](mailto:bsievert@naspo.org)

