

**“Analyzing & Evaluating Impact of E-procurement and Information sharing
on Managing Effective Supplier Relationships”**



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2016.

ACKNOWLEDGEMENT

The success and the result of this thesis required a lot of guidance and assistance and I am very lucky to have gotten it all along until the completion of my thesis. What I have done is unique because of the guidance and assistance and it is inevitable to proceed without thanking everyone who supported me.

Respect and many thanks to my supervisor Mr. Qazi Ahmed, for giving me the opportunity to do this thesis on e-procurement, alongside I would like to thank him for giving me all the support and guidance to finish my research work on time. Again, I am very grateful to him for playing such a vital role in my thesis, even with his busy schedule in managing many other activities. Thank you Sir, for your experienced and expert guidance.

I thank wholeheartedly all participants who participated in my study for their guidance and suggestions for my research work and to the respondents for their precious time. Especially my parents for being my continuous support and for giving me their love-filled prayers and wishes.

Finally, I feel lucky enough to get constant encouragement, support and guidance from Department of Management Sciences of Bahria University who helped me to successfully complete my thesis.

ABSTRACT

SCM is managing efficient flow of goods and services from point of production till point of consumption. E-procurement is the B-2-B or B-2-C or 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. The e-procurement value chain consists of indent management, e-Informing, e-Tendering, e-Auctioning, vendor management, catalogue management, Purchase Order Integration, Order Status, Ship Notice, e-invoicing, e-payment, and contract management. Indent management is the workflow involved in the preparation of tenders. This part of the value chain is optional, with individual procuring departments defining their indenting process. In works procurement, administrative approval and technical sanction are obtained in electronic format. In goods procurement, indent generation activity is done online.

This research paper elaborates the impact of information sharing and e-procurement on managing effective supplier relationships. Cement industry of Pakistan has adopted e-procurement practices to lower their paper work cost. E-procurement practices are enhancing the efficiency and effectiveness in respective arear of supply network. Information flow, information quality, and e-procurement shows strong positive impact on building and sustaining long-term supplier relationships to integrate and speedup value chain activities. All activities in e-procurement including e-design, e-sourcing, e-negotiation, and e-evaluation are exhibiting strong positive relationship on suppliers. In SC networks all upstream and downstream activities should be integrated and agile to meet rapid responses from both the supplier side as well as from consumer side. This leads towards organizational growth, profit maximization as well as building long-term customer relationships.

Table of Contents

ACKNOWLEDGEMENT	2
ABSTRACT	3
CHAPTER: 01	6
Introduction	6
<i>1.1: Problem Statement</i>	12
1.2: Objectives of Research	13
<i>1.2.1: Research Questions</i>	13
<i>1.2.2: Scope of Research</i>	13
<i>1.3: Significance of Research</i>	13
CHAPTER: 02	15
Literature Review	15
Sources of Value Creation in E-business	24
2.1: Theoretical Framework	41
CHAPTER: 03	43
3: Methodology	43
3.1: Data Collection	43
<i>3.1.1: Primary Data</i>	43
<i>3.1.2: Hypotheses</i>	43
<i>3.1.3: Sampling</i>	43
3.2: Data Analysis Technique	44
CHAPTER: 04	46
4.1: Data Analysis	46
<i>4.1.1: Reliability</i>	46
<i>4.1.2: T-test</i>	47
<i>4.1.4: Regression</i>	50
CHAPTER: 05	52
Conclusion, Recommendations, and, Limitations	52
5.1: Conclusion	52

5.2: Recommendations	53
6: ANNEXURE	55
6.2: Questionnaire	57
7: REFERENCES	61