EPROCURE.LK
A B2B E-PROCUREMENT AND PRODUCT OUTSOURCING SOFTWARE PLATFORM

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Abstract

Small Medium Enterprises (SME) has been recognized as the backbone of the Sri Lankan economy as it accounts for more than 75% of the total number of enterprises, which provides 45% of the employment and accounts for 52% of total Gross Domestic Production (GDP) for Sri Lanka. Even though these Small and Medium Enterprises are essential to the economy more than 85% of SMEs face survival challenges and 75% of SMEs do not succeed and fail within the five years of startup. Liquidation concerns, Higher competition from other businesses, absence of technology, and Lack of business skills/knowledge are the major factors for the failures.

The current business era has forced organizations to depend on Suppliers and reduce disruption to the key business operations and have appropriate suppliers to supply materials/ products. Companies are concentrating more on their core competencies and relying on suppliers to outsource. Even though Outsourcing is a highly spoken topic, the attention towards Indirect Material outsourcing is comparatively low. Maverick spending, no appropriate approval workflows, lengthy discussions for negotiation are some of the general issues that are evolved along with the domain. With the rapid development of companies, the usage of Indirect material has expanded and organizations usually spend 40% to 60% of the total revenue.

Taking two main groups involved in the process of purchasing and supplying products into consideration, the research objective of this dissertation is to understand and contribute to the existing process gaps and implement a centralized system that would connect and benefit both Suppliers and Corporate clients in an effective structure.

To make a platform for the Small and Medium Enterprises to supply large scale organizations, and from a cooperates perspective to have an effective workflow in Indirect purchasings "eProcure.Lk" has been introduced; eProcure.Lk is a Business-to-Business eProcurement and Indirect Material product outsourcing software platform.

Keywords: Indirect Material. Outsourcing, Supply chain, ERP, Machine Learning, Multiple Criteria Decision Making, RFQ, Purchase Orders. Web application