

e-Procurement Key Drivers - Key drivers identified in the National e-Procurement Project's case studies

Drivers	Total	Brent	Camb CC	Cheshire	Dudley	Essex	Haringey	Hunts	Kirklees	Leeds Cc	Lewisham	LB of Newham	North Tyneside	Slough	Staffs CC
Business efficiency	9	✓		✓	✓					✓	✓	✓	✓	✓	
Need to meet government targets	7			✓	✓	✓				✓	✓	✓			
More accurate supplier-Management & communication	6			✓		✓	✓	✓			✓				
Slicker, more streamlined processes and purchasing	6	✓	✓					✓	✓				✓		✓
Best value	6				✓		✓	✓			✓				✓
Savings opportunities gained through strategic sourcing	5	✓		✓						✓			✓		
Savings available from prompt payment	5		✓		✓	✓					✓	✓			
Reduction in processing costs	4								✓	✓			✓		
Centralised and controlled purchasing	3	✓							✓		✓				
Consistent terms with suppliers	3			✓			✓					✓			
Improved controls over maverick spend	3	✓					✓				✓				
Reduce no. of manual/paper based interventions	3							✓				✓	✓		

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Become a top quartile performer	3				✓		✓							✓	
More financial awareness and control on expenditure	2					✓					✓				
Wanted to be seen as a leader	2						✓							✓	
Reduction in no of suppliers	1			✓											

Further reading:

Benefits realisation – publication by NePP, March 04

Supplier Adoption – publication by NePP, Feb 04

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West Sussex
✓
✓
✓
✓
✓
✓

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