

## ABSTRACT

IMANUL YAQIN, *Procurement process improvement through e-procurement adoption (under supervision Basuki Yusuf Iskandar)*

This study objective is to find out how to improve procurement process through e-procurement adoption. The idea of having this research because procurement contribution to the organization is very significant. On the other side, business dynamic and information technology growing faster than ever.

The research result shown that procurement process those runs manually are not optimal. The manual activities finally deliver no good process, due to there be no standardization, parameter, and transparency. Therefore the organization needs to adopt e-procurement to improve their procurement process.

Base on the research, it found that procurement adoption could deliver benefit significantly not only business benefit but also financial benefit. It's means that *IT Paradox* is proving not happened. Moreover, e-procurement could also deliver revenue to the company. Strategically, adoption delivered innovative idea to enriches core product content of organization through customize "internet mobile e-commerce", an early adaptor position too.

Financial benefit that will be deliver by adopting e-procurement such as ROI 54,67%, with pay back period for 1,8 annually, cost benefit ratio 1 64/100 and deliver revenue around Rp. 480.000.000,- per year. On the other hand, also deliver business benefit such as standardizations, transparency and speed. Supplier e-readiness was proved that means most of the major supplier are ready to adopt e-procurement, however it is still need *network externality* to speed up e-readiness.