

Existence of Local Local Vendors Electronically Filling E-Catalogue/E-Purchasing Procurement System (Spse) in an Effort to Meet the Needs of Government Procurement E-Marketplace

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Abstract. In line with the enactment of Presidential Regulation (Perpres) No. 28 of 2018 concerning the Procurement of Government Goods and Services which regulates a new regulation on E-Marketplace which regulates the procurement of government goods and services through the electronic market. The provision of electronic catalog services includes the National Catalog, Sectoral Catalog and Local Catalog. This implies that carrying out all Government Procurement of Goods/Services through the Electronic Procurement System (e-procurement). This is of course an obstacle for local vendors who have limited knowledge of electronic procurement and the listing process on the e-catalog menu. This study aims to (1) determine the existence of small and medium-scale local vendors in the region in their contribution to providing the maximum value for money (value for money) in increasing the use of domestic products, (2) increasing the role of micro, small and medium enterprises. in sustainable development in the region and (3) knowing the role of small and medium scale local vendors in the region to fill in the E-Catalogue/E-Purchasing Electronic Procurement System (SPSE) in an effort to meet the needs of the government procurement e-marketplace. To analyze and prove the hypothesis, an empirical test was carried out in the form of a Q Square prediction with Structural Equation Modeling (SEM) Smart PLS 3.3. The method used in data collection is primary data survey on 112 small and medium scale vendors in Tanah Karo Regency, North Sumatra. To obtain the truth of reliable information and a complete picture of certain information, researchers can use interviews and observations or observations to check the truth. In addition, researchers can also use different informants to check the truth of the information. Triangulation at this stage is carried out if the data or information obtained from the subject or research informant is doubtful. The results of the study concluded that the Variable Budgeting Procurement Payment_Integrated System had no significant effect on the Electronic Procurement System (SPSE). The E-Marketplace variable has a significant effect on the Electronic Procurement System (SPSE). The E-Marketplace variable has a significant effect on the Electronic Procurement System (SPSE). The E-Purchasing (X3) variable has no significant effect on the Budgeting Procurement Payment_Integrated System. The E-Purchasing variable has a significant effect on the Electronic Procurement System (SPSE). The Local E-Catalogue (X1) variable has a significant effect on the Budgeting Procurement Payment_Integrated System. The Local E-Catalogue (X1) variable has no significant effect on Electronic Procurement System (SPSE). The implications of this research in the form of data collection and registration of local vendors must be carried out which will later be included in the process of Procurement of Government Goods/Services through the Electronic Procurement System (e-procurement) so that the regional economy will be more mobile.

Keywords: E-Catalogue, E-Purchasing, E-Marketplace, Electronic Procurement System (SPSE)

1. Introduction

In the electronic procurement system for goods and services, specifications are very important related to facilitating the procurement process to the handover of goods and services, avoiding bidding disputes, the availability of criteria for comparing and facilitating the identification process of goods/services. The specification will create efficiency in the Government's Procurement of Goods and Services. In accordance with today's technological developments, the Government's Procurement of Goods and Services is regulated by a new regulation concerning the E-Marketplace which regulates the procurement of government goods and services through the electronic market. In Presidential Regulation Number 16 of 2018 that the implementation of the procurement of goods/services is carried out electronically using an information system consisting of an Electronic Procurement System (SPSE) and a support system. Procurement of goods/services electronically by utilizing the E-marketplace. The E-marketplace for the Procurement of Goods/Services provides technical infrastructure and transaction support services for Ministries/Institutions/Regional Governments and Providers in the form of Electronic Catalogs, Online Stores and the Selection of Providers. This implies that carrying out all Government Procurement of Goods/Services through the Electronic Procurement System (e-procurement) must be carried out through an electronic catalog. This is of course an obstacle for local vendors in areas that have limited knowledge of registering their business catalogs so that if they are included in the list it will be possible to be selected in electronic procurement and the listing process on the e-catalog menu, especially those organized by the Goods and Services Procurement Agency. in the area. This is a problem that must be investigated to what extent the local vendor is ready to register his business on the local E-Catalog. Related research was conducted by Allal-Chérif et al (2021) who examined purchasing activities involving Artificial Intelligence in defining purchased items. Research conducted by Aziz (2021) concluded that the pricing strategy is a competitive strategy in building an industrial system in an area. In addition, this research is also to strengthen the research conducted by Belisari et al (2020) which concluded that the E-Procurement process with a study in Italy played a major role in increasing the efficiency of the procurement process for goods and services. Cherian et al (2020) concluded that E-Procurement practices can increase transaction efficiency to vendors in the cement industry in India. Dita et al (2020) examined the risk of bias in the procurement process. The experience of the Malaysian state based on Ibrahim's research (2020) has been running at the level of Small and Medium Enterprises. Several other studies related to this research include Kerr et al (2021), Madzimure et al (2020), Madzimure et al (2020), Marei et al (2020). Müngersdorff et al (2020), Naeem et al (2021), Odhiambo et al (2020), Ofori et al (2020), Oppong et al (2020), Peradantha (2020), Waithaka & Kimani (2021), Perera et al (2021), Zahra et al (2021), Zic et al (2021) and Zou (2020). This research is important because it is useful for increasing the number of local vendors to be registered on the Regency E-Marketplace in accordance with regulatory demands and technological developments.

2. LITERATURE REVIEW

2.1. e-Procurement

According to the Secretariat General of the Ministry of Finance (2021) that e-Procurement is the process of procurement of government goods/services whose implementation is carried out electronically and web/internet-based by utilizing communication and information technology facilities which include electronic public auctions organized by the Electronic Procurement Service Center. (LPSE). The background of e-Procurement is:

1. Public demands in obtaining the widest possible information regarding the procurement of government goods/services;
2. Good governance and free from Corruption, Collusion and Nepotism (KKN).

The purpose of e-Procurement is to create transparency, efficiency and effectiveness as well as accountability in the procurement of goods/services through electronic media between the committee and service providers. The benefits of e-Procurement:

1. Reducing physical contact that may pose a risk of KKN both between Providers, as well as between Providers and PPK/Committee;
2. Make the process of interaction between users and service providers, as well as the community easier and faster;
3. Save on procurement operational costs from both the committee and provider side;
4. Improve control over various deviations

Functions of the Ministry of Finance LPSE

1. Manage the e-Procurement system;
2. Provide training to the Committee and providers of goods/services;
3. Provide internet access facilities for the Committee and providers of goods/services;
4. Provide technical assistance to operate the e-Procurement system to the Committee and providers of goods/services;
5. Registering and verifying the Committee and the Provider of goods/services.

2.2. National e-Procurement System

National e-Procurement consists of Planning phase, selection phase and innovation phase. The planning phase is on the SIRUP menu, the selection phase is in the e-tendering and e-purchasing phases, while the innovation phase is the SIKAP fast auction..

2.3. E-Catalogue

Electronic Catalog (E-Catalogue) is an electronic information system that contains a list, types, technical specifications and prices of certain goods/services from various government

goods/services providers. Before the existence of e-catalogs, all business entities competed to design attractive manual catalogs to market their products or services. Catalogs are printed in various sizes and shapes (Zahra, 2021). Some are printed like ordinary sheets or printed like magazines. But unfortunately, the use of catalogs is sometimes not right on target. Catalogs were originally created as a promotional tool, to spread to the public at large, that the shop or company sells goods or services of this type and that. Then it continues as a tool to convey to the public that they are holding a promo or discount. E-Catalogue has its own types according to the content in it and who publishes it. So as a source of inspiration and learning, it's a good idea to look at some examples of e-catalogs that are now functional. The national electronic catalog is a catalog compiled and managed by the Government Goods and Services Procurement Agency. Usually this e-catalog contains the procurement of aid goods for State facilities. For example, operator services, services in construction work, school books, school uniforms, and so on. The national e-catalogue applies to all interests of the Indonesian state in general.

2.4. E-Marketplace

In accordance with Presidential Regulation 16 of 2018 that the procurement of goods/services is electronic by utilizing the E-marketplace. The E-marketplace for the Procurement of Goods/Services provides technical infrastructure and transaction support services for Ministries/Agencies/Local Governments and Providers in the form of Electronic Catalogs; Online Store; and Selection of Providers (Abdillah et al., 2019). LKPP has the authority to develop, foster, manage, and supervise the implementation of the E-marketplace for the Procurement of Goods/Services. The general plan and implementation of the contract are an integral part of the e-marketplace for the procurement of national goods and services.

2.1.5. Electronic Procurement System (SPSE)

SPSE is an e-Procurement application developed by the Directorate of Electronic Procurement System Development - LKPP to be used by Electronic Procurement Services in all K/L/PD. This application was developed in the spirit of national efficiency so that it does not require a license fee, both the SPSE license itself and its supporting software. The Government Goods/Services Procurement Policy Institute (LKPP) is a Non-Departmental Government Institution which is under and responsible to the President and was formed based on Presidential Decree No. 106 of 2007. LKPP is the only government institution that has the task of carrying out the development and formulation of policies for the procurement of government goods/services, and in carrying out its duties and functions LKPP is coordinated by the State Minister for National Development Planning.

3. Methods

The population in this study is the number of vendors of prospective e-marketplace members in Sibolga City as many as 143 vendors of goods and services. In addition, the practice of field triangulation in the form of primary data is carried out in the form of interviews with respondents.

This research uses data analysis method using SmartPLS software version 3.1. which is run with computer media with hypothesis testing with predictive models and paired sample testing. Convergent Validity Test is a test to measure the level of accuracy of indicators or dimensions through measuring the magnitude of the correlation between constructs and latent variables. To measure convergent validity, a standardized loading factor is used which describes the magnitude of the correlation between each indicator and its construct. A loading factor value above 0.7 is declared as an ideal or valid measure as an indicator in measuring the construct, values above 0.5 are still acceptable, while values below 0.5 must be excluded from the model. The discriminant validity of the outer model of this research is a reflective model, which is a model that shows a causal relationship from latent variables to indicators, which are evaluated through cross loading. Discriminant validity testing needs to be strengthened by examining the AVE and the comparison of the roots of AVE with the correlation between latent variables. Convergent validity of the measurement model can be seen from the correlation between the indicator scores and the variable scores. Reliability test is a tool to measure the consistency of an instrument sequentially. Reliability shows the accuracy, consistency and accuracy of a measuring instrument in making measurements. The reliability test in PLS can use two methods, namely Cronbach's alpha and composite reliability.

Structural model (inner model) is a structural model to predict causality between latent variables. Through the bootstrapping process, statistical T test parameters were obtained to predict the existence of a causal relationship. The structural model (inner model) is evaluated by looking at the percentage of variance explained by the R² value for the dependent variable using a measure. Structural model (inner model) is a structural model to predict causality between latent variables. The R-square of the PLS model can be evaluated by looking at the Q-square predictive relevance for the variable model. A Q-square value greater than 0 (zero) indicates that the model has predictive relevance, while a Q-square value less than 0 (zero) indicates that the model lacks predictive relevance. In this study, for the 95 percent confidence level, the t-table value for one tailed is > 1.68023. The Partial Least Square analysis used in this study was carried out using the SmartPLS version 3.0 program.

4. Result and Discussion

4.1. Result

Descriptive statistical analysis is used to provide an overview of the research variables showing the maximum value, minimum value, average value and standard deviation of each variable in this study. Descriptive statistical analysis uses index numbers to determine the degree of respondents' perceptions of the research variables.

Table 1. Descriptive Statistics Research variables

	Mean	Median	Min	Max	Standard Deviation	Excess Kurtosis	Skewness
le1	4.432	5.000	2.000	5.000	0.663	2.172	-1.228

le2	4.448	5.000	2.000	5.000	0.672	2.703	-1.380
le3	4.327	4.000	2.000	5.000	0.777	2.039	-1.366
em1	4.527	5.000	1.000	5.000	0.670	5.340	-1.866
em2	4.184	4.000	1.000	54.000	2.717	289.756	15.737
em3	3.990	4.000	1.000	5.000	0.828	0.468	-0.768
ep1	4.639	5.000	1.000	5.000	0.708	10.112	-2.821
ep2	4.465	5.000	1.000	5.000	0.827	4.442	-2.002
ep3	3.862	4.000	1.000	5.000	1.017	0.820	-1.067
eps1	4.757	5.000	1.000	5.000	0.572	18.510	-3.652
eps2	4.483	5.000	1.000	5.000	0.718	4.948	-1.855
eps3	3.964	4.000	1.000	5.000	0.951	0.823	-1.039
eps4	4.115	5.000	1.000	5.000	1.214	1.228	-1.497
bpp1	4.166	5.000	1.000	5.000	1.106	0.962	-1.324
bpp2	3.596	4.000	1.000	5.000	1.197	-0.370	-0.780
bpp3	4.148	4.000	1.000	5.000	0.932	1.707	-1.309
bpp4	2.990	3.000	1.000	5.000	1.303	-1.197	0.019

Source: Tabulated Results (2021).

Based on the results of descriptive statistics, the results of the study show that the ability to detect fraud is high, organizational support is high and the risk culture in the organization is still low.

4.2. Testing Outer Model

The next step after processing the data characteristics and descriptive statistics in general is to carry out further analysis using the Structural Equation Model (SEM). The data analysis of this research used Partial Least Square (PLS) application.

4.3. Convergent Validity Test Results

The outer model test begins by estimating or estimating the parameters. Convergent validity test is done by looking at the value of the loading factor on each construct. A loading factor value above 0.7 is stated as an ideal or valid measure as an indicator in measuring the construct, a value of 0.5 to 0.6 is still acceptable, while values below 0.5 must be excluded from the model (Ghazali, 2008). Based on data calculations using the PLS algorithm method, the loading factor value of each variable indicator can be seen in Table 2 below:

Table 2. Loading Factor

	Budgeting Procurement Payment_Integrated System (Z)	E-Market place (X2)	E-Purchasing (X3)	Electronic Procurement System (SPSE) (Y)	Local E-Catalogue (X1)
b p p 1	-1,000				

b p p 2	-1,000				
b p p 3	-1,000				
b p p 4	-1,000				
e m 1		-1,000			
e m 2		-1,000			
e m 3		-1,000			
e p 1			-1,000		
e p 2			-1,000		
e p 3			-1,000		
e p s 1				-1,000	
e p s 2				-1,000	
e p s 3				-1,000	

e p s 4				-1,000	
le 1					-1,000
le 2					-1,000
le 3					-1,000

Sources : Data process (2021).

Table 3. Average Variance Extracted (AVE) value

	Cronbach 's Alpha	rho _A	Composite Reliability	Average Variance Extracted (AVE)
Budgeting Procurement Payment_Integrated System (Z)	-0,077	0,0 64	0,448	0,255
E-Marketplace (X2)	0,720	0,7 19	0,841	0,639
E-Purchasing (X3)	0,572	0,5 63	0,774	0,533
Electronic Procurement System (SPSE) (Y)	0,592	0,6 84	0,762	0,472
Local E-Catalogue (X1)	0,496	0,6 77	0,687	0,443

Sources : Data process (2021).

Based on Table 2 and Table 3, it can also be seen that there are 2 indicator items that are declared valid, this can be seen in the loading factor value greater than 0.5 which means the indicator is declared valid so that it is feasible to use in this study. In addition to the loading factor value, to meet the convergent validity, it is necessary to know the Average Variance Extracted (AVE) value. The Average Variance Extracted (AVE) value must be greater than 0.5. The provision regarding the measurement parameters (rule of thumb) of the measurement model (outer model) that the AVE is considered to have met convergent validity if the AVE value is greater than 0.50 (Hair et al, 2019). So based on Table 3 the AVE value, it can be seen that the AVE value of each construct has > 5. So that the construct has met convergent validity.

4.1.2.2. Reliability Test

As explained in the previous chapter, construct reliability testing in PLS can use two methods, namely Cronbach's alpha and composite reliability. A latent variable has high reliability if the value of composite reliability and Cronbach's alpha is above 0.6. Based on the results of data

processing (see Table 4.3) the value of Cronbach's alpha and composite reliability of each variable above 0.6 means that all latent variables are reliable.

4.1.3. Inner Model Test

Inner model analysis/model structural analysis is carried out to ensure that the structural model built is robust and accurate. The evaluation of the inner model can be seen from several indicators which include: (1) Coefficient of determination (R^2), (2) Predictive Relevance (Path Coefficient) and (3) Goodness of Fit Index (GoF).

4.1.3.1. R-Square (R^2) Determination Coefficient Value Test Results

Based on the results of the PLS Algorithm output, it can be seen that the R-square value is 0.148 and the adjusted R-square is 0.139, which means that the Electronic Procurement System (SPSE) (Y) variable is influenced by Local E-Catalogue, E-Marketplace and E-Purchasing by 13.9%. While the remaining 86.1% is influenced by other variables not included in the research model.

Table 4. Adjusted R Squared

	R Square	R Square Adjusted
Budgeting Procurement Payment_Integrated System (Z)	0,031	0,023
Electronic Procurement System (SPSE) (Y)	0,148	0,139

Sources : Data process (2021).

4.1.3.2 Path Coefficients Analysis Results (Path Coefficients)

The structural model in PLS is evaluated using R-square for the dependent variable and the path coefficient value for the independent variable which is then assessed for significance based on the t-statistic value of each path. The results of the PLS Algorithm Smart PLS program in assessing the path coefficient and R-square values can be seen in Table 5 below:

Table 5. Path Coefficient . Value

	Original Sample (O)	Sample Mean (M)	Standard Deviation (STDEV)	T Statistics ((O/STDEV))	P Values	Decision
Budgeting Procurement Payment_Integrated System (Z) -> Electronic Procurement System (SPSE) (Y)	0,031	0,029	0,035	0,872	0,384	Rejected
E-Marketplace (X2) -> Budgeting	0,067	0,083	0,103	0,651	0,515	

Procurement Payment_Integrated System (Z)						Rejected
E-Marketplace (X2) -> Electronic Procurement System (SPSE) (Y)	0,495	0,493	0,062	8,004	0,000	Accepted
E-Purchasing (X3) -> Budgeting Procurement Payment_Integrated System (Z)	0,045	0,050	0,099	0,452	0,651	Rejected
E-Purchasing (X3) -> Electronic Procurement System (SPSE) (Y)	0,391	0,397	0,060	6,529	0,000	Accepted
Local E-Catalogue (X1) -> Budgeting Procurement Payment_Integrated System (Z)	0,337	0,340	0,058	5,839	0,000	Accepted
Local E-Catalogue (X1) -> Electronic Procurement System (SPSE) (Y)	-0,023	-0,025	0,034	0,669	0,504	Rejected

Sources : Data process (2021).

Based on Table 5, it can be concluded that E-Marketplace (X₂) and E-Purchasing (X₃) have a significant effect on the Electronic Procurement System (SPSE).

4.2. Discussion

The results of the study indicate that the existence of small and medium scale local vendors in the regions in their contribution to provide the maximum value for money (value for money) in increasing the use of domestic products. The existence of the Local E-Catalogue needs to be increased by registering all Small and Medium Enterprises in the area so that it can be used by OPD in spending their needs for goods and services so as to increase the economic activity in an area. In addition, the registration of Small and Medium Enterprises in the regions on the E-Catalogue will be accessible at the national level because the results are part of the national e-Procurement.

The role of micro, small and medium enterprises in sustainable development in the region is quite large. Moreover, it can be registered in the National E-Catalog, sectoral E-Catalog and local E-Catalog. Registration is done because the potential for spending on goods and services

is standardized and the need for goods/services is repetitive. The national electronic catalog is a catalog compiled and managed by the Government Goods and Services Procurement Agency. Usually this e-catalog contains the procurement of aid goods for State facilities. For example, operator services, services in construction work, school books, school uniforms, and so on. The national e-catalogue applies to all interests of the Indonesian state in general.

Marketplace is a third party website that acts as an intermediary that connects sellers with buyers on the internet. It can be said that a marketplace is an online department store, where many sellers with various types of products are sold in the same location. E-commerce is a website that is used to sell the products of the website owner. E-commerce is often also referred to as an online store.) Products here can be limited to one brand or can be various products from various brands. However, the product is still sold by only one seller, namely the website owner himself. What is the role of small and medium scale local vendors in the regions to fill in the E-Catalogue/E-Purchasing Electronic Procurement System (SPSE) in an effort to meet the needs of local government procurement e-marketplaces.

5. CONCLUSIONS AND SUGGESTIONS

5.1. Conclusion

The results of this study conclude as follows:

1. The Variable Budgeting Procurement Payment_Integrated System (Z) has no significant effect on the Electronic Procurement System (SPSE) (Y).
2. The E-Marketplace variable (X_2) has a significant effect on the Electronic Procurement System (SPSE) (Y).
3. The E-Marketplace variable (X_2) has a significant effect on the Electronic Procurement System (SPSE) (Y).
4. E-Purchasing (X_3) variable has no significant effect on Budgeting Procurement Payment_Integrated System (Z).
5. Variable E-Purchasing (X_3) has a significant effect on the Electronic Procurement System (SPSE) (Y).
6. The Local E-Catalog (X_1) variable has a significant effect on the Budgeting Procurement Payment_Integrated System (Z).
7. Local E-Catalogue (X_1) variable has no significant effect on Electronic Procurement System (SPSE) (Y).

6.2. Suggestion

This research is important because it is useful for increasing the number of local vendors to be registered on the Regency E-Marketplace in accordance with regulatory demands and technological developments. Provision of electronic catalog services which include National Catalog, Sectoral Catalog and Local Catalog. This implies that there will be data collection and registration of local vendors which will later be included in the government's procurement of goods/services through the Electronic Procurement System (e-procurement) so that the regional economy will be more mobile.

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