The Singapore E-Government Procurement Experience

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Agenda

- Singapore Government Procurement Regime
- Government Electronic e-Business (GeBIZ)
  - Overview of GeBIZ
  - Benefits of GeBIZ
- Project Implementation Journey
- Future Plan
- Value creation in e-GP
Singapore Government Procurement Regime

- As a city-state, Singapore does not have local government/ sub-central authorities

- The bulk of Government Procurement (GP) activities in Singapore is decentralised to individual government agencies

- However, they must adhere to central procurement guidelines issued by the Ministry of Finance

- Centralised purchasing is carried out for common goods and services and the government agencies can purchase off service-wide contracts
Objectives of GeBIZ

• Common e-procurement system for the entire public sector

• Open and transparent procurement in accordance with government procurement policies (including World Trade Organisation – Government Procurement Act)

• Facilitate demand aggregation

• Complete repository of procurement information
Government Electronic Business (GeBIZ)

One stop e-procurement portal used by Singapore Government to trade with the suppliers.
Success of GeBIZ Implementation (FY2008)

- **79,000 Quotations** (S$0.9B)
- **144 Agencies**
- **10,000 Buyers**
- **181,000 Orders** (S$2.05B)
- **5,800 Tenders** (S$28.2B)
- **42,000 Suppliers**

**GeBIZ**
- Enterprise Sourcing
- Contracting
- Purchasing
- Dashboard & Analysis
- Partner Registration & Profiling
- Business Management
- Catalog Management
- Order Management
- Invoice & Payment
- Reporting
- Financial System

**Domains**
- Ministries
- Statutory Boards
- Organs of States
- Local Supplier
- Overseas Supplier
Benefits of GeBIZ

**MOF/ (Govt)**
- Increase transparency in Government Procurement
- Compliance to Government procurement policies and guidelines

**Buyers**
- Global reach to suppliers
- Increased competition and value-for-money
- Increase in procurement efficiency

**Suppliers**
- Easy access to business opportunities
- Simpler to do business
- Access to historical award information enable suppliers to price more competitively in their biddings
- Increase in procurement efficiency
The Stakeholders

Ministry of Finance / (Govt)

- Supplier’s adoption?
- Legitimacy of transaction
- Confidentiality of bids?
- How to sign up?
- Support structure?

Buyers

- Managing diverse requirements & practices across agencies?
- Buyer’s adoption?
- Support structure?

Suppliers

- Transit to use of e-procurement?
- Legal, security & audit issues?
• Define vision
• Readiness Assessment
  o Governance
  o Govt leadership
  o Infrastructure
Project Implementation Journey

1998
1. Define e-GP Strategy

2000
2. Buyer Buy-in

2002
3. Supplier Buy-in

2004
4. Extended Services

2007
5. Collaborative Procurement

- Early buyer’s involvement
- Buyer management’s buy-in
- Use of common contracts
- Process efficiency
- Training
- Support services
Project Implementation Journey

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2007
5. Collaborative Procurement

- Solicit key supplier’s feedbacks during implementation
- Wide spectrum of business opportunities
- Ease of registration
- Process efficiency
- Training
Project Implementation Journey

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  1. Define e-GP Strategy

- 2000
  2. Buyer Buy-in

- 2002
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- 2004
  4. Extended Services

- 2007
  5. Collaborative Procurement

- Demand aggregation
- Indicative government procurement opportunities
- Enhance value to stakeholders
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2007  
5. Collaborative Procurement

- Procurement competency build-up
- Knowledge management
- Cross-enterprise integration
Future Plan

• More connected and synergised within the whole of government (for example, to connect to EnterpriseOne portal)

• Value creation in e-GP using business intelligent tools

• Commercialisation of GeBIZ Intellectual Property
Value Creation in e-GP

Goals

- Quality sourcing/procurement decisions
- Value for money
- Responsive Service Levels
- Process efficiency

Value Creation

Portfolio Management & Analysis
Smart Procurement
Performance Measurement

Spend Visibility
Demand Aggregation
Demand Forecasting
Procurement Planning

Sourcing Strategy
Transparent Market Competition
Industrial Collaboration

Procurement KPI
Supplier Score Card
Performance Monitoring & Feedback

Business Intelligence
Government Electronic Business

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