

# eProcurement is on the Rise

## 5 Key Reasons why eProcurement should be considered for 2018

### 1. Greater User Adoption

Your organization probably already has a financial or ERP system. However, most of those systems have a financial focus. A system that is focused on procurement, yet better serves the needs of procurement professionals, is typically easier to use, with more intuitive processes to match the procurement cycle. A user-friendly system with rapid and great user adoption is the best way to obtain a return on investment.

### 2. Automate Manual Processes

While the focus on eProcurement is sometimes on the front end, there is additional value delivered over the next 3-5 years of that contract. If something happens during year 4, can you find that contract quickly? Are insurance certificate renewals always done in a timely basis? If a public information request is received, do you have to manually make copies, or can you send the contract over easily as a .pdf file? Can you automate?

### 3. Easier Bid Submissions

Ever had the nightmare of a bidder showing up 2 minutes after the closing bid timeline? Because they got caught in traffic or couldn't find parking? With an on-line system, they can submit or resubmit their bids from their own location, ensure addenda acknowledgement, a trackable time/date stamp prior to bid closing.

### 4. Use Data Strategically

Whether its combining spend into new contracts, negotiating or leveraging the spend toward a better contract solution, or sharing information with management to make better operational decisions, data can help procurement move forward strategically. Collecting data and creating reports is best done with automation.

### 5. Expanded Outreach

Having an easy-to-use system for your suppliers is the surest way to increase vendor registrations, resulting in greater outreach, MBE/WBE/SBE participation and ultimate competition.



Utilized by agencies – cities, counties, airports ... water districts – across California, the PB System™ offers affordable, easy-to-use, fully integrated eProcurement modules for Purchasing, Professional Services and Public Works, such as Bid Management and Contract Management. Visit our booth at CAPPO...would love to share how we can help bring real solutions to your real procurement challenges. PlanetBids is a Certified SBE and WBE firm with headquarters based in Woodland Hills, CA.