

TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS_ DEPARTMENT OF MANAGEMENT SCIENCE

PAPER B(FEB-MAY 2016)

END OF SEMESTER EXAMINATION QUESTIONS

**COURSE CODE AND TITLE: BPC 4400_E-PROCUREMENT & SUPPLY CHAIN
MANAGEMENT**

CLASS: BCOM PROCUREMENTOPTION YEAR 4

INSTRUCTIONS:

- i. Answer question one and any other two questions
- ii. Do not write on the question paper
- iii. Time allowed is 2 hours

QUESTION ONE

- a) Discuss the major limitations of the traditional manual procurement process that may have prompted the Kenyan government to implement e-procurement (10marks).
- b) The original e-procurement tool is the catalogue in which a buyer uses a catalogue for multiple suppliers. With clearly articulated examples, explain the advantages of e-catalogues (10 marks)
- c) Discuss the guidelines that should be followed by an organization when preparing a contract agreement with an e-procurement vendor (10 marks)

QUESTION TWO

- a) A major characteristic of the evolution of e-procurement is that most initiatives have been buyer driven or buy-side initiatives. With examples, explain the types of operators in e-procurement transactions (12marks)
- b) It is advisable for most companies lacking internal e-procurement expertise to consider using an independent consultant, who is not affiliated in any way with one particular vendor, system or e-procurement technology. Explicitly discuss the role of consultants in developing an e-procurement strategy (8 marks)

QUESTION THREE

- a) The selection of an e-procurement solution may come down to a choice between a number of vendors whose offerings meet your needs. Discuss the wide range of criteria that an

organization can apply to narrow down to the number of vendors you would feel are eligible for serious consideration (10 marks)

- b) Explain the meaning of e-readiness and e-intensity as applicable in e-procurement and supply chain management (10 marks)

QUESTION FOUR

- a) A pre-requisite for a successful e-procurement system is adequate infrastructure, in terms of information technology and telecommunications. Clearly discuss the local and industry infrastructural requirements for successful e-procurement implementation (12 marks)
- b) Discuss the criteria that can be used by a modern organization in the selection of e-procurement solutions (8 marks)

QUESTION FIVE

- a) With examples, explain the stages usually followed in preparing an e-procurement strategy (12 marks)
- b) Explain the difference between vertical and horizontal trading exchanges (8 marks)