



Electronic PURCHASING

Getting the most out of it

Basic Principles

- Single Point Data Entry
- Data Exchange / Sharing
- Data Management

How to do it?

- Use of Information Technology
 - Platforms
 - Software
 - Electronic Communication

THOME EXPERIENCE

- AMOS 1995
- ShipNet 2000
- ShipServ Sep 2005
- MTS APR 2007



A blue-tinted image of the Earth from space, showing the Americas. The globe is positioned on the left side of the frame, with the continents of North and South America visible. The background is a gradient of blue, transitioning from a darker shade at the top to a lighter shade at the bottom.

What is available today?

- (almost) everything we need

Anything missing?

- Better Cooperation
- Conventions
- Better Integration

Procurement - what is it?

- Rocket science?
- Easy side business?
- What makes it challenging?

Different Strategies

- Planned and predictable supply
- Dealing with known vendors
- Buying known goods and quality
- Control
- Reverse Auction
- Dealing with unknown vendors
- Buying “cheap”
- No control