

B2B e-Procurement: An implementation analysis for Construction Company

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Abstract—

The growth of e-commerce has been phenomenal and it is radically transforming the way companies are doing business in all sectors, and the construction industry is no exception. Among the different types of e-commerce, business-to-business (B-to-B) is the one most widespread in terms of turnover. From the Procurement & Materials management perspective; construction industry differs from repetitive manufacturing and consumer goods in several respects. At all junctions of construction project there has been continuous encouragement to consolidate, innovate, improve quality, improve safety, make partnerships, reduce wastages, deliver on time, meet / save the budget. Service, cost and time are the measures of Procurement excellence in any construction project and the amount saved on cost of the materials directly adds up to the profit of the project. During the recent past year, much attention is paid on the benefits of e-commerce to the construction industry. A carefully selected web-based solution can contribute to the success and profitability of the Construction Projects. Although e-commerce offers tremendous opportunities to the construction industry in Middle East, these opportunities are not without challenges. This paper critically analysis material procurement process related to a Construction company in Middle East and proposes a methodology for adopting e-Procurement using B2B e-Marketplace.

Keywords —

B2B e-Commerce, e-Procurement, Construction, Project Material Procurement