

**PERFORMANCE ANALYSIS OF THE E-PROCUREMENT PROCESS
USING SIMULATION**

A thesis submitted to the Graduate School in partial fulfillment of the requirements
for the degree Master of Science (Information Technology),
Universiti Utara Malaysia
By
Ng Hooi Ching



**Sekolah Siswazah
(Graduate School)
Universiti Utara Malaysia**

**PERAKUAN KERJA KERTAS PROJEK
(Certification of Project Paper)**

Saya, yang bertandatangan, memperakukan bahawa
(I, the undersigned, certify that)

NG HOOI CHING

calon untuk Ijazah
(candidate for the degree of) Sarjana Sains (Teknologi Maklumat)

telah mengemukakan kertas projek yang bertajuk
(has presented his/her project paper of the following title)


PERFORMANCE ANALYSIS OF THE E - PROCUREMENT PROCESS

USING SIMULATION

seperti yang tercatat di muka surat tajuk dan kulit kertas projek
(as it appears on the title page and front cover of project paper)

bahawa kertas projek tersebut boleh diterima dari segi bentuk serta kandungan,
dan meliputi bidang ilmu dengan memuaskan.
(that the project paper acceptable in form and content, and that a satisfactory
knowledge of the field is covered by the project paper).

Nama Penyelia
(Name of Supervisor) : Assoc. Prof. Dr. Ku Ruhana Ku Mahamad

Tandatangan
(Signature) : 

Tarikh
(Date) : 28/5/2002

PERMISSION TO USE

In presenting this thesis in partial fulfillment of the requirement for a postgraduate degree from Universiti Utara Malaysia, I agree that the University Library may make it freely available for inspection. I further agree that permission for copying of this thesis in any manner, in whole or in part, for scholarly purposes may be granted by my supervisor or, in their absence, by the Dean of the Graduate School. It is understood that any copying or publication or use understood that due recognition shall be given to me and to Universiti Utara Malaysia for any scholarly use which may be made of any material from my thesis.

Requests for permission to copy or to make use of materials in this thesis, in whole or in part, should be addressed to:

Dean of Graduate School
Universiti Utara Malaysia,
06010 UUM Sintok,
Kedah Darul Aman.

ABSTRACT (ENGLISH)

This study discusses how simulation is used to model and simulate the internal e-Procurement process of a factory. The objective of this study is to analyze the performance of the e-Procurement process and recommend area of improvement to the factory e-Procurement process to improve the competitiveness of the factory in the world of e-Business. The study uses a statistical analysis method to measure the inputs and outputs of the model. For the input analysis section, it presents the data collection method and assumptions used. The model is built using Arena, a simulation software used for discrete event simulation. The output analysis and model experimentation were carried out after the completion of model building. The verification and validation of the output model showed the reliability of the model built to represent the process of real system accurately. Two What-If models were analyzed and discussed in this study. Finally, some recommendations were presented based on the What-If result, for the improvement of an e-Procurement process and future work.

ABSTRAK (BAHASA MALAYSIA)

Kajian ini menerangkan cara penggunaan simulasi dalam pemodelan proses e-Pembelian bagi sesebuah kilang. Objektif kajian adalah untuk menganalisa prestasi proses e-Pembelian and mencadangkan bahagian yang perlu diubahsuaikan untuk mempertingkatkan prestasi proses e-Pembelian, justeru itu, meningkatkan kuasa persaingan bagi kilang tersebut di dalam dunai e-Perdagangan. Kajian ini menggunakan analisa statistik untuk mengukur input and output hasil daripada model. Bahagian analisis input akan mempersembahkan cara pengutipan data serta andaian-andaian yang digunakan dalam projek ini. Model dibinakan dengan menggunakan perisian Arena, sejenis perisian simulasi yang digunakan untuk simulasi yang bercorak diskrit. Analisis output serta ujikaji model dijalankan selepas pembentukan model. Pengesahan ke atas output model membuktikan kepercayaan model yang dibina, dan bahawa model yang dibentuk mewakili dengan tepat proses sistem sebenar. Dua model “Jikalau” telah dianalisa and dibincang dalam kajian ini. Akhir sekali, cadangan dikemuka berasaskan kepada kesimpulan daripada model “Jikalau” untuk mempertingkatkan prestasi proses e-Pembelian and serta kerja penyelidikan di masa depan.

ACKNOWLEDGEMENTS

In presenting this project, I wish to thank my project supervisor, Assoc. Prof. Dr. Ku Ruhana Ku Mahamud, for her supervision, coordination, support and advise. Particular thanks go to the factory buyers and MIS personnel in the factory, who wish not to present their name and company name in this thesis. The factory is located at Penang, FTZ. It is a multi national company. The advise from all are invaluable and was critical to make this research successful. Finally, I would like to take this opportunity to thank my manager, family and department peers for their support and help in completing this project timely and no significant flaw in the process.

Table of Contents

CHAPTER 1: INTRODUCTION	7
1.1 PROBLEM STATEMENT.....	8
1.2 RESEARCH OBJECTIVE.....	9
1.3 SIGNIFICANCE OF THE RESEARCH.....	10
1.4 RESEARCH SCOPE, ASSUMPTION AND LIMITATION	11
CHAPTER 2: LITERATURE REVIEW	15
2.1 INTRODUCTION.....	15
2.2 WHAT IS E-PROCUREMENT?	16
2.3 PERFORMANCE MODELING.....	19
2.4 SIMULATION.....	22
DEFINITION OF SIMULATION	22
CHAPTER 3: RESEARCH METHODOLOGY	28
3.1 INTRODUCTION.....	28
3.2 E-PROCUREMENT SYSTEM OVERVIEW	30
3.3 DATA COLLECTION.....	32
3.4 MODEL CONCEPTUALIZATION.....	36
3.5 MODEL DEVELOPMENT	39
3.6 OUTPUT ANALYSIS.....	51
CHAPTER 4: ANALYSIS OF THE RESULTS.....	55
4.1 INTRODUCTION.....	55
4.2 PERFORMANCE ANALYSIS	56
CHAPTER 5: CONCLUSION	63
5.1 INTRODUCTION.....	63
5.2 SUMMARY OF FINDINGS.....	64
5.3 RECOMMENDATION FOR FURTHER WORK.....	66
BIBLIOGRAPHY.....	68
APPENDIX	69
APPENDIX A – SIGNIFICANT OF RESEARCH	70
APPENDIX B – SAMPLE DATA	71
APPENDIX C – DATA ANALYZER RECOMMENDATION	72
APPENDIX D – SUMMARY REPORT.....	74

List of Table

Table 4.1 Comparison between Original Model and What-If Model	60
---	----

List of Figures

Figure 1.1. e-Procurement Spanning Multiple Boundaries	8
Figure 1.2. Internal e-Procurement Process.....	13
Figure 2.1 e-Procurement Order Cycle: A Buy-Side	17
Figure 2.2 Model representing real world system	19
Figure 2.3 Schematic of simulation study	23
Figure 3.1 The internal e-Procurement model.....	31
Figure 3.2 Number of Purchase Requisition (PR) submitted in Nov'01.....	34
Figure 3.3 Two types of Purchase Requisition or Shopping Basket	37
Figure 3.4 Detail level of approval workflow	38
Figure 3.5 Those repeated purchase will skip RFQ process.....	39
Figure 3.6 e-Procurement Conceptual Model.....	40
Figure 3.7 Entity Picture.....	41
Figure 3.8 Arrive Module.....	42
Figure 3.9 Inspect Module of Type of PR.....	43
Figure 3.10 Inspect Module of Capital PR.....	45
Figure 3.11 Server Module of Cap_PO_Creation	46
Figure 3.12 Depart Module of Cap_PO_Printing.....	47
Figure 3.13 Inspect Module of Expense PR.....	48
Figure 3.14 Server Module of Exp_PO_Creation	49
Figure 3.15 Depart Module of Exp_PO_Printing.....	50
Figure 3.16 Simulate Module.....	51
Figure 3.17 Simulation Summary Results.....	52
Figure 4.1 Statistics Model.....	56
Figure 4.2 Number busy Cap_PO_Creation station in 720 hours simulation	57
Figure 4.3 Number available Capital PR station in 720 hours simulation	58
Figure 4.4 Number busy Exp_PO_Creation station in 720 hours simulation	58
Figure 4.5 Number available Expense PR station in 720 hours simulation	59

CHAPTER 1: INTRODUCTION

Emerging Internet technologies are raising high hopes of changing the picture of costly, time-consuming, and inefficient procurement processes by enabling major improvements in terms of lower administrative overhead, better service quality, more timely location and receiving of products, and increased flexibility. Growing pressures from increasingly open and competitive markets and increasingly tight budgets in the public sector reinforce the need to reorganize and streamline inefficient procurement procedures. However, despite some use of information technology (IT) in procurement process and increasing use of Electronic Data Interchange (EDI) systems, most purchasing transactions still rely on paper and telephone methods. Consequently, even traditional users of EDI for procurement are facing significant reengineering and change management challenges. Given the rapid development of IT-based procurement systems and the profound impacts that they might have, current and reliable data on the user side is important.

Procurement is the purchase of materials and services from outside organizations to support the firm's operations from production to marketing, sales and logistics (Lambert et al., 1998). It includes obtaining manufacturing supplies for an assembly line as well as obtaining paper and pencils for a bank (Hough and Ashley 1992, Zenz and Thompson 1994). As organization form longer-term relationships with fewer key suppliers, procurement continues to grow in importance and contribution to the organization. With most organizations spending at least one third of their overall budget on purchasing goods and

The contents of
the thesis is for
internal user
only

BIBLIOGRAPHY

Aberdeen Group, Inc. (2001), *e-Procurement: Finally Ready for Prime Time (Market Viewpoint)*, Volume 14 / Number 2, March 21, 2001.

Anu Maria (1997), *Introduction to modeling and simulation*, Proceeding of the 1997 Winter Simulation Conference.

Arie Segev, Judith Gebauer and Carrie Beam (1998), *Procurement in the Internet Age – Current Practices and Emerging Trends (Results From a Field Study)*, CMIT Working Paper WP-98-1033, Fisher Center for Management and Information Technology, University of California, Berkeley.

Hough, Harry E. and James M. Ashley (1992), *Handbook of Buying and Purchasing Management*, Prentice-Hall, Englewood Cliffs, NJ.

Killen, Kenneth H. and John W. Kamauff (1995), *Managing Purchasing – Making the Supply Team Work*, McGraw Hill, New York, NY.

Kuglin, F. A. and Rosenbaum, B. A. (2001), *The Supply Chain Network @ Internet Speed: preparing your company for the e-Commerce revolution*, New York: AMACOM.

Lambert, D. M., Stock, J. R. and Ellram, L. M. (1998), *Fundamental of Logistic Management*, U.S.A: McGraw-Hill.

McHaney, Roger. (1991), *Computer Simulation: a practical perspective*, Academic Press Limited, United States.

Perlman, Kalman I. (1990), *Handbook of Purchasing and Materials Management*, Probus Publishing, Chicago, IL.

Prof. U. S. Palekar (1998), *Introduction to Simulation*, [On-line]. Available at http://www.cen.uiuc.edu/courses/ie261/notes/simulation/sim_intro-Simulati.html

Robert E. Shannon (1998), *Introduction to the art and science of simulation*, Proceedings of the 1998 Winter Simulation Conference.

SimResource. Com (2000), *simresource – Benefit of Using Simulators*, [On-line]. Available at <http://www.simresource.com/buy/userbenefits.shtml>

SimResource. Com (2000), *simresource – When to use simulations*, [On-line]. Available at <http://www.simresource.com/buy/whensimulate.shtml>

Webb, P. J. (2001), *The Transformation of Procurement*, Business Times, February 13, Business Source Premier Database Online.

Zenz, Gary and George H. Thompson (1994), *Purchasing and the Management of Materials*, 7th ed., John Wiley and Sons, New York, NY.