

Report on
“Impact of e-Procurement over Traditional Physical Procurement”

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An internship report submitted to the BRAC Business School in partial fulfillment
of the requirements for the degree of Master of Business Administration

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Declaration

It is hereby declared that:

1. I am the student of BRAC University has been completing my degree program and this is the internship report sent to you first time in my own work.
2. Excluded from the report are any materials that are either prior publications or originated with a third party, unless referenced in authorization with valid and complete references.
3. That the report contains no material previously used or written by another person for the award of any degree, diploma or other similar title at this — or any other institution.
4. I declare that I have cited all significant sources of assistance, help or advice received in the course of writing this report.

Letter of Transmittal

Subject: For the Internship Report on “Impact of e-Procurement over Traditional Physical Procurement”.

Dear Sir,

This Intern report has been prepared as a part of the fulfillment of MBA program being arranged by your good office, Titled - “Impact of eProcurement Over Traditional Physical Procurement”.

Doing a job with Ananta Companies is privileged to work on with a competent and supportive team across the departments. Procurement methods and the application of e-procurement, actually, this experience has enabled me to understand the procurement methods and how e-procurement has been influencing as to the traditional procurement methods.

I doing my best to capture all this information and skills that I am learning from them. I would like if you'd feel free to ask me any questions or bangs at the report, and I thank you for leading me and caring me through all this.

I appreciate you taking the time to read my report, and I only hope that it is informative and valuable.

Sincerely,

Labib Islam

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02/12/2024

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Chapter 1:

Overview of The Internship

1.1 Job Description

I have joined in Ananta Companies (RMG Factory) as a Trainee in the Supply Chain Department (Procurement Department) from 20 May 2024. During the first one to two months on the job, I oriented myself with the company's procurement policies and code of business conduct, the company's suppliers, and its procurement procedures. This ample information was unfolded for me with various training materials containing guide to procurement and procurement policies, procurement contacts directory, and other miscellaneous.

After the completion of training programs I was involved into actual working within the department translating myself into practical jobs, which included conventional physical procurement as well as practical implementation of e-Procurement systems. Some of my duties entailed handling vendor related issues, generation of purchase orders and organizing suppliers' meetings and business interactions inside the organization. Also, I was more involved in addressing issues related to shift of conventional procurement systems into e-Procurement systems as well as the performance, cost-benefit analysis and influence on the chain supply.

In particular, I cooperated with the e-Procurement team which was responsible for processing electronic purchase orders, assessing suppliers' performance and analyzing procurement data with the intent of increasing efficiency. I also helped in implementing the electronic tools for accounting and communicating with vendors and documenting and making payments to the vendors which tremendously improved the department and the firm as a whole.

In this regard, I was able to get involved with both physical procurement and e-procurement environment while able to make some contributions to the research proposal prepared in the topic "Impact of e-Procurement over Traditional Physical Procurement" with the practical experience in the insight of a RMG factory.

1.2 Contribution of My Side

During my internship at the Sourcing & Procurement Department of Ananta Companies, organizing some significant missions, I was assigned the following important tasks: I was mainly responsible for purchasing and supply chain activities, more specifically, the conversion from the conventional material acquisition and purchasing processes to electronic purchasing.

Here, I had provided support in procuring efficiency by participating in the maximizing the efficiency of the e-Procurement and ordering tools that cut down on paper work, tasks, and disparate supplier relations. This in turn resulted in substantial decrease in the lead times, and enhanced the whole process of issuing the purchase orders in a faster and efficient manner.

Also, it was my duty to analyze the procurement information and come with the KPI that the team thought relevant to the procurement and vendor management and cutting down cost. I engaged in supplier meetings where I had to secure quality material within the company's budget hence this experienced assisted me in reducing on costs.

To this end, with help of digital tools in combination with the traditional ones, it was possible to improve the overall effectiveness of the department. I was able to facilitate the order processing time, improve control of inventories and indeed decrease the procurement cycle times which was very crucial in addressing the high production requirement of the company.

1.3 Benefits to the Student

Employment as a full time employee at the sourcing and procurement department of Ananta Companies Ltd has been one of the biggest learning experiences that enabled me to gather practical insight on basic theory of procurement, particularly the differences between the conventional and e-procurement systems. It was beneficial in expanding knowledge in sourcing approach processes; suppliers and procurement that would will help my academic as well as career progression.

From my training year, I interacted with e-Procurement systems which enabled me understand various options, their effectiveness, their difference with physical procurement options in terms of lead times. This practical coursework acquainted me with important aspects of data analysis, managing supplies and materials' vendors, working with software, and it seems to me that all these aspects are crucial for developing a successful career.

Furthermore, communication and problem solving skills were nurtured while negotiating with suppliers, and brainstorming with and between colleagues and stakeholders in the company. The role of teamwork and flexibility was escalated in a dynamic environment such as the RMG sector contributing to enhance the overall capacity to handle multiple tasks and timelines.

Also, this training made me pro on ethics while at work and made me discipline and maintain a positive attitude while facing multiple responsibilities. I have also established professional relationship around the procurement fraternity which is essential as I look for my next job. In sum, such an experience was really beneficial for enhancement of personal efficiency and professional growth, and I suppose such experience has to be the base for future successful supply chain and procurement management career.

1.4 Limitation

During my internship working in the Sourcing & Procurement Department of Ananta Companies, I had some constraints which limited my qualitative and quantitative analysis of the topic named "Impact of e-Procurement over Traditional Physical Procurement." These limitations are outlined below:

1. Time Constraints: After delicately working as an employee and or being a student who has other responsibilities, it becomes challenging to spend a lot of time on research and analyzing data for this internship. This time constrain may have also limited this study and the provision of thorough analysis of e- Procurement as a concept.

2. **Limited Access to Comprehensive Data:** Of course certain data, especially data about supplier's financial situation and procurement performance were partially unavailable due to confidentiality restrictions during my research. This also restricted my potential for doing a deeper comparison between the conventional procurement and e-Procurement aspects in concern with the cost benefit analysis.
3. **Technological Challenges:** While rolling out the e-Procurement system, there were some problems ranging from system crashes and/ or lock up, compatibility problems with other legacy systems that already existed in the organization. Some of these technical issues were constraining the proper adoption of e-Procurement while others interfered with my ability to get constant uninterrupted data for analysis.
4. **Narrow Scope of Study:** Since my training was limited to sourcing and procurement, other fields which are equally important in supply chain, for instance, logistics and inventory were not included in the study fully. This restricted the study to procurement function and decision making, thus reducing the ability to make generalizations about e procurement across the supply chain.
5. **Lack of Stakeholder Feedback:** Even though the change to e-Procurement was mostly carried out within the procurement function, it was difficult to gather more technical feedback from other departments, including finance and production. Consequently, there is a probability that the report will not contain interdepartmental views on the effectiveness of e-Procurement.

However, this training period presented a number of benefits unique to the practical implementation of e-Procurement in a traditional manufacturing setting, and thus the contribution of the current research to the knowledge base of procurement transformation does not diminish from its limitations.

1.5 Recommendations for Overcoming Limitations

To address the limitations encountered during my research on the "Impact of e-Procurement over Traditional Physical Procurement" at Ananta Companies, the following recommendations can help overcome the challenges and improve the overall procurement strategy:

1. **Expand Access to Comprehensive Data:** To develop a complete picture of the efficiency of e-Procurement it is necessary to offer more procurement information such as previous contracts with vendors, product prices, and evaluation of the efficiency of the supply chain. When adopted within the company, other secure data-sharing protocol can ensure more openness to the important data as well as ensuring its security. This would make it easy to perform further comparison between conventional procurement and Internet-based procurement.
2. **Extend Research Periods:** Due to the constraints of my training period, I could not necessarily take more time to carry out a lengthy research on the long term effects or even after a follow up study could be conducted. It would also suggest that a longer period would allow for monitoring the enhancements of let's say cost, lead time and other such relevant factors.

3. **Accelerate e-Procurement Adoption:** In order to get maximum advantage of e-Procurement system, Ananta Companies should successfully implement the system. These range from making certain that all procurement activities including but not limited to; purchase orders, supplier interactions, and supplier payments have to be facilitated through the e-Procurement platform. Therefore, it is suggested to use the phased implementation approach along with the continuous training to decrease interruptions during the process.
4. **Engage Suppliers in e-Procurement Training:** Some of the challenges that suppliers are likely to resist e-Procurement systems include lack of adoption of technology as outlined in the following ways. Impending from the discussion above, it can be noted that some of the ways through which suppliers can be engaged in implementation include the following. By scheduling training sessions or workshops facilitated for suppliers with the aim of demystifying the benefits of e-Procurement as well as the need for effective management of enhanced communication, time for payments and accountability of suppliers, which may be a hindrance, suppliers may be convinced to embrace e-Procurement.
5. **Invest in Technological Upgrades and Support:** To overcome drawbacks associated with technology for instance system hitches, there is a need to procure enhanced e-Procurement systems and have counselors in case of a breakdown. Thus, it is necessary to offer the constant training and professional development of the procurement staff, training which will familiarize them with new technical possibilities and help in the more effective interaction with the system.
6. **Expand Research to Include External Supply Chain Factors:** Building on the findings of this research, future research on e-Procurement should take into account external supply chain variables. Working with other vendors and outside consultants will help Ananta Companies to identify benchmarks in the industry and current global tendencies, which will enhance the position of the company in the field of procurement.
7. **Continuous Monitoring and Evaluation:** Last of all, it is evident that, there should be constant supervision and check-up plan that should be used to compare the efficiency of the e-Procurement system as well as the traditional procurement system. This will help Ananta Companies to know the best area that requires improvement and modification in procurement and thus the procurement strategy responds to changes in business conditions and the market.

Chapter 2

Organisational Overview

2.1 Introduction

With the progress over the years, Ananta Companies, is one among the leading Ready-Made Garment (RMG) manufacturers of Bangladesh who have already become a Global player in apparel Industry. Ananta was founded with the objective to help international brands to provide high quality garments, and their underlying philosophy is based on innovative practices and a high commitment towards excellence. The company has more than 25,000 employees at any given time and is operating in most large markets worldwide and continues to adapt to the fashion industry and customer demands.

With this evolution of Ananta here has started the integration of modern precept of procurement to streamline the operations and to make the supply chain efficient. Traditionally the company has relied on physical methods of procurement but is now migrating to e-Procurement solutions in order to optimize its operational efficiency, reduce cost and improve the relationship with suppliers. In the RMG sector, speed, accuracy and cost efficiency are the backbone of the competitive ability, which makes this shift in RMG sector more crucial.

This report analyses the impact of e-Procurement compared to traditional methods of procurement in Ananta Companies. The report examines this shift to assess the role of e-Procurement in improving procurement performance, the challenges with transition and overall benefits to Ananta operational processes.

2.2 History of Ananta Companies

Ananta Companies were born in 1992 and has led to be one of Bangladesh's leading Ready-Made Garment (RMG) manufacturers. Ananta began making high quality garments and exporting it to the European and close to the American markets. In the beginning the company had very small capacity; however, due to its dedication to quality, customer satisfaction and ethical practices, it began to make a name for itself throughout the international market.

During the 1990s and 2000s the number of factories Ananta set up with modern machinery increased, to satisfy the increasing needs of major international fashion brands. While the RMG sector accelerates in Bangladesh, Ananta spearheaded a role in change to position Bangladesh as a global leader of the apparel manufacturing.

Around the turn of the third millennium, personal endeavors began Ananta to produce garments in denim, woven, and knitwear. Through adopting new technologies and new sustainable production practices, the company was able to continuously compete in an increasingly fast moving industry. Ananta has partnered over the years with some of the best known brands, including H&M, Zara, Levi's and Next, and is becoming ever more established as a trusted global supplier.

More recently, as the company started investing in e-Procurement solutions, it began to show a commitment to innovation. Ananta's progress of from traditional procurement methods to e-

Procurement is Ananta's assurance into the future and Ananta's emphasis on an operational excellence.

Today, Ananta Companies has more than 25,000 employees and remains a leader of the RMG industry today. Thanks to its emphasis on quality, sustainability, and innovation, the company has grown and continues to make its presence felt on the global apparel supply chain.

2.3 The Major Milestones of Ananta Companies

Over the past two decades, Ananta Companies has made a number of noteworthy milestones and as a Bangladeshi leading Ready Made Garment (RMG) manufacturer, its journey is acclaimed. In thousands of years certainly a company has years which are a lot but even in those years over the decade the company continuously expanded its operations and embraced the innovations to always keep up with the competition of the apparel industry.

The early milestones included expanding production capacity in the late 1990s, which saw Ananta's expertise build up knowledge around delivering high quality garments to international brands. The diversification of the company's product lines later in the 2000's that started with its production of a wide range of apparel, including denim, woven and sportswear, continues to leave it with its footprint across the globe.

Then Ananta sealed partnerships with heavy weights in the global fashion industry like H&M, Zara, Levi's and Next, and had really become a key player in the international apparel supply chain. The collaborations put the company on a high pedestal in the international market and provided the company the opportunity to employ more people, and even construct more modern production factories in other locality of the country.

Ananta's passage to digital solutions in recent years has been another key moment. Harvard Business School Case Study of their eProcurement systems adoption to streamline the procurement processes and improve operational efficiency. Ananta is able to move toward the more traditional supply chain management world of digitisation of procurement, reducing costs, getting more accurate data and building closer relationships to their suppliers, consistent with global trends toward more digital supply chain management.

And to Ananta's major achievements, sustainability has also been at the core. Committed to the eco-friendly practices, the company has been investing continuously in reducing waste and making sure to deliver energy efficient processes from production. In addition, Ananta is acting upon CSR by supporting its employees and the local community through healthcare, education and workplace safety, its CSR initiatives reflect a commitment.

Ananta Companies today with over 25,000 employees and a strong standing in the global apparel market continues to redefine the RMG sector from areas of growth and innovation. These milestones serve as a testament to the company's resilience and the new trend of employing e and e Procurement solutions in order to bolster the efficient and green future.

2.4 Business Principles of Ananta Companies

Bangladesh Ready Made Garment (RMG) manufacturer Ananta Companies operates under a set of core business principles that have been pivotal in its success and continued organic growth. The company's decision making and operations are guided by these principles, which help it to deliver value to the customer, maintain operational excellence and deliver on its ethical principles.

Customer Focus:

The needs and satisfaction of our customer customers are the cornerstones of what we do at Ananta Companies. The company is very keen to learn about every client's specific necessities and then present the customized solutions for that client. Ananta is so sure of its product quality and service to globally renowned brands, that it has been able to maintain long term partnership with those brands. With recent e-Procurement system integration, Ananta becomes even more capable of responding quickly and efficiently to the needs of its customers, providing even more streamlined and transparent procurement processes.

Operational Excellence:

Manufacturing processes at Ananta are adhered to high standards of reliability and efficiency. The company takes great care by investing on its state – of – the art technology and adopting industry best practices to stay competitive in this fast – pace RMG industry. A commitment to operational excellence is true in the shift towards eProcurement, where the digital procurement system reduces lead times, cuts errors, and improves supplier collaboration – all of which bring efficiency to the supply chain.

Sustainability:

Ananta Companies' business philosophy is centered around sustainability. The company believes in reducing its environmental impact through environmental friendly practices in its production line. Ananta is currently positively contributing to a green future, from waste reduction initiatives to energy efficient machinery. At the same time, at least, e-procurement implementation makes it possible to reduce the use of paper, reduce the transport needs, and manage the use of resources in a better manner.

Integrity:

All business dealings of Ananta Companies are conducted with the highest standards of integrity. The company has pledged itself to transparent conduct, ethical behavior, and compliance with the relevant legal and regulatory framework. Ananta on contrary has good culture of trust and accountability; and therefore in its relations with clients and other stakeholders; and suppliers is a responsible and ethical business leader of RMG sector.

Commitment to Quality

High quality garments for global brands, out of which lie the basis of Ananta's operations. The company always follows the international standards and each product delivered to clients and

consumers meets their expectations. Ananta, by concentrating on precision, durability, and attention to detail, has become a trusted partner for the major international fashion brands.

Innovation and Technology advancement

Innovation is an important driver of success for Ananta Companies. The fact that the company was forward thinking enough to make this transition from the traditional physical methods of procurement to e-Procurement is indicative of how the first few decades of the Information Age will likely shape business. Ananta leverages the power of digital platforms to make its supply chain more efficient, decrease lead times and dramatically improve transparency with its suppliers. This commitment to modernizing procurement process puts the company ahead of the industry trends.

Environmental Responsibility

Ananta as a corporate entity is committed to sustainable business practices is taken seriously by us. However, the company is continually striving to cut down on its environmental footprint by using eco friendly production methods, decreasing waste and utilising energy efficient technologies. Backing up to global trends of promoting sustainability, Ananta's pivot to eProcurement also helps lower their carbon footprint from traditional procurement like paper based transactions and physical deliveries.

Ethical Supply Chain Management

Deeply committed to ethically responsible practices throughout its supply chain, Ananta is focused on ensuring ethical practices throughout its supply chain. It is, however, by using eProcurement systems that the firm introduces more transparency and accountability in its sourcing process. By doing this, this eliminates some of the risks we face when we source these things at an unethical level where we could be either exploiting our workers and environmental degradation. One of the reasons Ananta works so well with suppliers are that all partners work to strict ethical standards and those sharing its values work very closely.

Customer-Centric Approach

Ananta Companies is built on the principle of customer satisfaction. The company aims to set new expectation by creating expectation to meet on time and with standard of quality and adapt in the market demand. eProcurement has helped integrate with Ananta in the rapid response to client needs and streamlined communication and a procurement process that is more seamless.

Community Development and Employee Welfare

The company's asset of choice is its employees, says Ananta. They committed to give its workers a safe and supportive working place with fair wage and also provided good well being for its workforce. A social responsibility, Ananta participates in a number of community development initiatives like health care and education program.

2.5 Vision, Mission & Goals of Ananta Companies

2.5.1 Vision

As a global RMG industry leader, Ananta Companies envisions itself being a head of expertise in quality, sustainability, and innovation. Ananta seeks to e-migrate with cutting edge tech such as e-Procurement in an effort to cut through the clutter and streamline its activity, bolster supply chain efficiency while helping move the fashion world into a brighter, brighter future. To this day, the company is transforming and staying a trusted partner of global fashion brands.

2.5.2 Mission

Based in ethical and sustainable business, Ananta Companies is committed to delivering top quality garments to global clients. The aim is to deliver superior products by means of excellence in manufacturing and supply chain management, and through innovative procurement processes which cut costs and maximize efficiency. Ananta upholds a commitment to employee welfare and to supporting the community, ensuring a safe, supportive work environment and that Ananta's environmental impact is reduced through responsible sourcing and responsible production. Ananta's philosophy is to set up transparent and trust based relationships at all levels — partners and customers.

2.5.3 Goals

1. Increase Operational Efficiency through e procurement of goods and services

Ananta's main goal is rapid integration of e-procurement systems into its supply chain, substituting traditional procurement methods. It's because you can reduce errors, shorten data collection time, collect raw materials more accurately and in a timely manner, and increase production efficiency.

2. It would help them to strengthen Global market presence.

Anant is all set to expand its global footprint by strengthening its capability to the extent of meeting with the soaring demands of the international clients. The company aims to enhance its foothold in the global RMG industry thrashing its manufacturing to a healthy standard and keeping good connections with top fashion brands.

3. Support for Sustainability in Production

Ananta is following Environmentally friendly production methods and strongly committed to minimize the environmental impact line with global sustainable development goals. That includes reducing the amount of waste, saving energy and resources and using energy efficient methods for all activities affected by the incident. Yet the integration of e-procurement is playing a pivotal role in all this endeavour and is quite beneficial to the reduction of paper required and the associated carbon emission introduced by traditional procurement processes.

4. This ensures Foster Employee Development and Welfare.

Anant intends to foster a workplace environment which encourages employee development and motivation. Organisation ensures to prioritise the safety of its employee, fair wages and handsomeness the opportunity to upskill to motivate it for its contribution in the making of its workforce bestowed with growth agenda.

5. Supply Chains Need to Be Ethical and Transparent

E-procurement facility is an aim of Anant to increase transparency and accountability in its sourcing process. To fulfill its mission to uphold fair labor and practices, environmental responsibility throughout its supply chain, the company is responsible for making sure all the suppliers follow the correct standards.

2.6 Quality Policy of Ananta Companie

Ananta Company is committed to providing quality products, which satisfy our international clients through precision and consistency. Customer satisfaction is at the heart of our mission; We aim to exceed expectations by providing durable and reliable products as well as building long-term partnerships. By integrating modern technologies such as e-procurement, we are continuously improving our processes by increasing procurement accuracy, reducing lead times and reducing sourcing errors. This initiative enhances our efficiency and helps us achieve excellence.

Adherence to international standards and ethical practices is the cornerstone of every activity of Ananta Company. Strict quality benchmarks are ensured at every stage of production from raw material source to final product. Our commitment to sustainability is evident through reduced environmental footprint and fair labor practices, while e-procurement significantly reduces paper usage. We invest in employee training and build strong supplier relationships, which increase collaboration and accountability through digital procurement systems. This vision is reflected in the quality, innovation and responsibility in our product delivery.

Product Description

Ananta Companies specializes in manufacturing high-quality ready-made garments (RMGs) for globally recognized fashion brands, including denim, knitwear and knitwear. Ananta's products are designed to meet the dynamic demands of the international market, where precision, durability and a touch of innovation are evident in every garment. With a commitment to quality, Anant ensures that each of its garments represents the highest quality of craftsmanship, which has earned the trust of customers worldwide.

By integrating e-procurement systems at every step of the supply cycle, from raw material sourcing, Anant has made its procurement management more efficient. This innovative approach has ensured on-time delivery, reduced procurement errors and introduced sustainable approaches to asset management. This transition from traditional physical procurement has improved

product quality as well as significantly reduced the lead time of the production process, which is in line with the demands of modern industry.

Product Classification of Ananta Companies

Anant, a leading company in the Ready-made Garments (RMG) sector, offers a diverse portfolio of apparel products. The product classification of the company can be divided into the following categories:

Denim Apparel

Anant manufactures a variety of denim products including jeans, jackets and casual wear. Known for their durability and comfort, these garments are manufactured using high quality materials through an efficient e-procurement system, also ensuring timely availability and consistency of quality.

Woven Garments

Woven is an important part of Ananta's product line, which includes products as diverse as shirts, trousers, dresses and formal wear. These products are specially designed to meet the diverse needs of international fashion brands. By transitioning to an e-procurement process, Ananta is able to procure fabric and accessories more efficiently, thereby increasing production speed and reducing costs significantly.

Outerwear and Specialized Clothing

Anant produces core garments as well as outerwear, such as jackets and coats, and specialty garments for various applications. Notable among these are industry-based workwear and uniforms. Integration of e-procurement ensures faster and more agile response in their sourcing processes, significantly increasing the organization's ability to meet diverse market demands.

2.7 Practices of Procurement at Ananta Companies

Ananta Companies' procurement plays a critical role in the timely availability of high quality materials that form the base of its diverse garment production. The company, then, has moved strategically away from traditional physical procurement methods into a more efficient, technology driven e-Procurement system. At present 90% of Ananta's procurement is conducted with e-Procurement and 10% through traditional physical procurement processes. This shift has completely transformed the procurement process and brought a number of improvements along with it. [2]

2.7.1 e-Procurement Practices

Ananta's e-Procurement system takes everything from catching with advanced digital tools to streamline sourcing and purchasing of raw materials like fabrics, accessories and other important inputs. The use of e-Procurement has facilitated: [2] [7]

Real-Time Supplier Communication: With this digital platform, customers get instant communication with their suppliers and accordingly shorten wait times for orders and customer queries.

Automated Ordering and Inventory Management: The e-Procurement system automates the time when purchase orders are made and provides the means for efficient tracking of materials to decrease overstocking and stockouts.

Cost Efficiency: With e-Procurement, Ananta can call on more suppliers, enjoy lower pricing, and lower procurement costs. This also reduces operational expenditures as no manual paperwork is involved.

Supplier Transparency and Accountability: Ananta has improved its visibility of supplier performance and compliance, making sure that all the suppliers follow ethically and quality related standards with a digital procurement system.

Sustainability Initiatives: Based on the e-Procurement process company's carbon footprint reduced by eliminating the physical movement of documents and improving energy efficiency in the process of procuring materials.

2.7.2 Physical Procurement Practices

Ananta's e-Procurement is used for most of its procurement activities, but the materials and some specialized items still need to be sourced through the traditional physical procurement. This practice accounts for only 10% of total procurement and is typically employed for:

Critical or Custom Orders: However, for materials that need high level of protection or for urgent orders that should be personally inspected or negotiated by Ananta's procurement team, physical visits to suppliers may still be used.

Local Suppliers: Physical procurement of some products needs to be undertaken with local suppliers who may not be fully integrated into digital platforms. [2]

2.8 Industry and Competitive Analysis of Ananta Companies

The ready-made garment (RMG) industry is one of the most important sectors of Bangladesh, contributing significantly to its economy. As a leading RMG exporter, Anant Companies operates in an intensely competitive landscape characterized by global competition, market demand fluctuations and technological advancements. Adopting e-procurement over traditional physical procurement has become an imperative to maintain competitiveness, improve operational efficiency and meet the quality expectations of international clients.

To better understand Ananta's position within the industry, we can apply two analytical frameworks: Porter's Five Forces and SWOT analysis.

2.8.1 Porter's Five Forces Model

The application of Porter's Five Forces model to the industry porters five forces helps to analyze the competitive forces structuring the industry and how Ananta has positioned itself strategically.

Bargaining Power of Suppliers (Moderate): In RMG sector, fabric yarns, accessories, raw materials are supplied by suppliers as these items are critical. E-Procurement adoption has enabled Ananta to source from a wider pool of suppliers thus reducing its dependency on any one supplier. This shift gives Ananta an added leverage power as they can have a choice of supplier and get the right quality and cost efficiency. Certain specialized (and even high quality) materials though may still allow suppliers some leverage.

Bargaining Power of Buyers (High): The global apparel markets are dominated by buyers, usually large, international brands who have the power to select, from very many manufacturers. They usually need high quality products at competitive prices and have a high chance of losing a contract on the failure or delay in production. E-Procurement enables timely procurement of materials, reduces error, and better enables Ananta to meet buyer expectancy which enhances Ananta's competitive edge.

Threat of New Entrants (Low): The RMG sector is large, but entering the industry demands a high capital investment, experience and good relationships with global buyers. Ananta's long established name, advanced production technology integration, and location will create barriers for new entrant and make it impossible for these entrants to play cost, quality and efficiency.

Threat of Substitutes (Low): As apparel is an essential commodity, it is to say that the threat of substitutes in the RMG industry is low. However, fashion trends and consumer preferences could shift affecting demand. Through e-Procurement, Ananta's agility in procurement and production facilitates it to respond quickly to changing market trend and to avoid the impact from substitute.

Industry Rivalry (High): The industry in Bangladesh is very competitive where many different firms compete to get contracts from the global brands. The rivalry is fierce because of price pressure, labor cost and production capabilities. E-Procurement allowed Ananta to streamline operations, decrease procurement costs, and capitalize on the visibility of supply chain, creating a competitive edge in an industry with the smallest margins.

2.8.2 SWOT Analysis

A SWOT analysis helps assess Ananta's internal strengths and weaknesses, as well as external opportunities and threats within the entire industry, particularly in the context of e-procurement.

Strengths:

Efficient procurement system: The change in e-procurement has greatly streamlined Anant's supply chain operations. The system helps to improve inventory management, reduce procurement time and strengthen supplier relationship for efficient operational performance.

Strong Industry Reputation: Anant has experience of years in the RMG sector and has become a reliable manufacturer of high quality garments for the global brands. It also gives it a competitive advantage for luring and keeping customers.

Sustainability Initiatives: Ananta's work on sustainability and responsible procurement is in accordance with the rising demand by international buyers of ethical and environmentally friendly sourcing.

Weaknesses:

Dependence on e-Procurement Systems: Ananta relies on the digital procurement platforms; hence, relies on technological failures and cybersecurity or disruptions in the system.

Limited Diversification: Ananta is one of the leading RMG players, however its strength is within the apparel manufacturing sector. Market risks can be diversified by sampling related industries or product categories to the company.

Opportunities:

Technological Advancements: Ananta enjoys the freedom to continue improving its supply chain operations as advancements in procurement technology continue. Using the e-procurement process can make its process more efficient and transparent, with supplier accountability.

Expansion into new markets: With continued demand for ethical and sustainable clothing around the world, Ananta will have the opportunity to grow its presence as well in other markets that place value on knowing the supply chain.

Threats:

Global Competition: However, the RMG industry still remains a fiercely competitive one, as it is business against business including India, Vietnam and other countries such as China which are also making a place in the RMG sector. In this global arena, Ananta has to keep innovating and keep costing efficiencies.

Regulatory and Trade Barriers: Ananta's profitability is, however, affected by changes in trade policies, tariffs, or regulations in the markets where it is an important exporter. To prevent disruptions to its operations, the company needs to know what global trade agreements and regulations.

Chapter 3

Research Design and Methodology

3.1 Introduction

With the evolution of e-procurement, procurement practices across all industries have undergone a complete shift, evolving to a way that would have been unthinkable in physical procurement. Procurement processes have undergone dramatic changes and transformations because of the swift progress of digital technologies and their involvement in business operation. This is a report on analyzing the effect of e procurement on conventional planning at Ananta Companies, one in the majority players in the Ready Made Garment (RMG) market of Bangladesh.

An overall goal of e-procurement is improving procurement efficiency, reductions in procurement cost, and improving sustainability of procurement operations. For as long as there have been traditional procurement methods, they have often been characterized by manual processes and mountains of paperwork, both of which traditionally promoted inefficiencies, delays, and expensive operations. In contrast to e-procurement, e-procurement uses digital platforms to automate as well as promote business activity such as supplier selection, purchase order formulation, invoicing, amongst other activities. This technological advancement also enables real time communication with supplier and improves supplier relationship through improved operational speed, which in turn improves the supply chain management.

For Ananta Companies, the transition from conventional procurement into e-procurement is strategic, its first step in aligning with global industry trends. The RMG sector is a case in which this shift is particularly critical to maintaining competitive advantages on cost, quality and responsiveness. A case study of adoption of e-procurement at Ananta Companies makes e-procurement implications: its impact on efficiency, supplier collaboration and environmental sustainability.

In this report, the implementation of e procurement has been studied within the Ananta Companies scope, having it as a means to overcome the limitations of traditional procurement methods. Through this investigation, key questions are addressed: How does e-procurement provide more operational efficiency than traditional methods? How does it improve supplier relationships and improve transparency of procurement processes? What are the contributions to sustainability objectives, especially for environmental footprint of procurement operations?

This report is based on the results of a detailed analysis of Ananta Companies' procurement practices and has drawn from employee surveys, and empirical observations. The research integrates theoretical frameworks such as the Kraljic Matrix and ABC classification to provide a robust evaluation of the strategic implications of e-procurement adoption. In addition, this discussion outlines the pros and cons of this transition, and provides guideposts to improve the efficiency of procurement in comparable organizational architecture.

The e-procurement introduction at Ananta Companies marks a milestone profession in procuring practice modernization. What's more, it emphasizes how supply chain dynamics nowadays don't allow for not taking innovative solutions. In this report, which delves deeper into the comparative analysis of e-procurement and traditional procurement, the purpose is to make a valuable contribution to the debate around the digital transformation in procurement domain.

3.2 Background of the Internship

A fresh graduate from BRAC University, I was doing an internship at Ananta Companies, one of the biggest players in the Ready Made Garment (RMG) industry of Bangladesh. As a Trainee in Supply Chain Management, I was given the opportunity to work hands on in procurement processes pertaining to sourcing and buying industrial electrical and electronic equipment, air conditioning and refrigeration equipment.

This is an internship part of my academic journey, as I aim to make that gap between theoretical knowledge and practical application. The aim of my internship report is on the Impact of the e-Procurement over the traditional physical procurement. With advancement of technology, procurement function has changed a lot and the traditional physical procurement methods have been substituted by the electronic procurement (e procurement), which is being done everywhere.

My internship aim was to examine the influence of e-procurement on operational efficiency, supplier relationships and cost effectiveness as against traditional methods. The focus of this exploration is my academic base, particularly considering procurement strategies in terms of frameworks like Kraljic Matrix and the ABC classification, applied towards industrial commodity sourcing. By completing this internship I have learnt the integration of e-procurement in the industry that is moving towards digital transformation by making its whole procurement process streamlined.

3.3 Research Objectives

3.3.1 Improved Supplier Relationships

The evaluation of the impact of e-procurement on supplier relationships is a primary objective of this research. And in procurement, supplier relationships that are strong are key to supplier stability, responsiveness, and cost effectiveness in supply chain procurement. An E-procurement systems provides a centralized communication platform, which makes interaction with suppliers easier, with transparency and collaboration. Survey results indicate that 12 out of 13 Ananta Companies' supply chain employees have reported either significantly or somewhat improved communication with suppliers because e-procurement significantly improves communication with suppliers, among Ananta Companies' supply chain employees.

E-procurement tools take the trouble out of communication, record it, and reduce the chance of misunderstandings, facilitating a speedier and less painful resolution of problems, and making for better long term relationships. Such improvements are important for establishing trust and reliability in supplier relationships because it's a must for supplier satisfaction and efficiency in procurement process. These results from the survey also corroborate this as the majority of employees indicate increased collaboration of suppliers on projects, which implies that e procurement is itself creating a climate for joint projects that both firms benefit from. [3]

In addition, the e-procurement is found to positively impact supply chain resilience through its strength in supplier satisfaction. According to survey data, 8 of 13 employees believed suppliers were more satisfied with interactions as a result of e-procurement, which increases loyalty and can guarantee favourable terms in a competitive market. Ananta Companies' nature of their needs in industrial electrical and electronic procurement lends itself to a benefit such as this whereby vendors can be valued and engaged in procurement process and through such process transactions can be smoothed out and in the best case it can shorten lead time. [3]

3.3.2 Environmental Sustainability

Procurement practices are increasingly recognised as being essential for environmental sustainability. As e-procurement reduces the need for physical paperwork, this research attempts to understand its potential contribution to ushering Ananta Companies into the greener practices. Immediate and measurable benefit of e-procurement is the reduction of paper consumption, consistent with extending wider corporate social responsibility goals. In this survey, 8 employees indicated a moderate reduction and 5 employees reported a significant reduction in paper use since e-procurement adoption, showing that digitization can contribute to the reduction of environmental impact of organization's purchasing processes. [9]

In addition to environmental benefits, paper reduction benefits also result in cost savings and efficiency improvement benefits. E-procurement platforms store and retrieve documentation more efficiently, resulting from centralization and digitization of such documentation, as well as reducing the amount of storage and retrieval resources used. Aligned with industry trends and consistent with changing consumer, investor, and partner demands, reducing paper dependency as companies worldwide move towards sustainable practices. [9]

3.3.3 Increased Efficiency

Efficiency is a crucial objective in any procurement process, and e-procurement offers specific tools for automation and streamlining of tasks, such as order approvals, invoicing, and supplier communication. For Ananta Companies, increasing procurement efficiency not only speeds up transactions but also optimizes resource allocation, allowing the team to focus on higher-value activities, such as strategic sourcing and supplier development. Survey results confirmed the effectiveness of e-procurement in accelerating processes, with 6 employees indicating a significant speed increase and 7 employees noting somewhat increased speed. [8]

By automating repetitive, time-consuming tasks, e-procurement minimizes human error and reduces the lead time associated with manual procurement. This automation accelerates not only procurement but also enhances order accuracy and decreases the risk of invoice discrepancies, directly affecting the overall cycle time. These findings support the objective of streamlining procurement operations at Ananta Companies, helping the organization to maintain a competitive edge through swift and accurate purchasing processes.

3.4 Significance of the Internship

Regardless of discipline, internships provide critical bridge between academic learning and professional practice, providing for fresh graduates the chance to apply theoretical knowledge in real world situations. For a fresh graduate from BRAC University, and a person with MBA, this internship is the building block towards my expansion of procurement knowledge, and improving my skills to be successful in a professional environment. The internship has further proved my academic, professional and organizational development and this report particularly depicts the importance of the internship relating to the whole section of the “Impact of e-Procurement over Traditional Physical Procurement” which summarizes the importance of the internship in general.

Bridging the Gap Between Theory and Practice

While attending my MBA program, I learned about procurement strategies, supply chain management and how a business can integrate technology in their business processes. This knowledge is being applied practically via internship at Ananta Companies, a leading RMG factory. More specifically, I explore real world challenges of a particular supplier communication, cost efficiency and operational speed when talking about e-Procurement and compare it with their traditional physical procurement. Hands on exposure in these dynamics not only validates the academic concepts but also gives me an experience that is very helpful to face the slog of the procurement process with confidence.

Enhancing Professional Competencies

In the procurement and supply chain management competitive field, professional skills such as making a decision, negotiate and adapt to the technological environment, are vital. Refining these competencies is part of this internship. For instance, during the process of sourcing and purchasing industrial electrical and electronic equipment, air conditioning and refrigeration products, I had to engage in diverse thoughts which arouses analytical thinking, cost benefit analysis and managing supplier relationship. Through these experiences and in depth study of e Procurement system, my ability to make data based decisions is improved. Additionally, during this internship, exposure to these tools, such as the Kraljic Matrix and ABC classification, helps my strategy planning capabilities dive into the area of identifying and prioritizing what to procure based on risk and value.

Contribution to the Organization

The internship is significant also for Ananta Companies. The objective of the research is to shed some light on the ‘Impact of e-Procurement on Traditional physical Procurement and provide insights which will help the organization in optimizing its procurement processes. Being a relatively new approach, E-Procurement fosters efficiency, cost savings and sustainability, all of which are imperative for a large, RMG oriented organization. These benefits are evaluated in my research, and potential limitations such as supplier readiness or infrastructure gaps are also identified. The company can use this analysis to optimize its supply chain strategy by creating a more balanced procurement strategy that allows the two methods to play together.

Promoting Sustainability and Efficiency

This report's central theme is about the alignment of procurement practices with sustainability and efficiency goals. E-Procurement helps eliminate paperwork, speeds up the order-processing and promotes improved communication with suppliers for more environmental sustenance and site excellence. This fits in with the global trend toward sustainable business practices and having an internship like this will bring some of the organization to its sustainable business practices.

Academic and Career Advancement

Personally, for me, the internship is an important step on my 'supply chain professional' journey. Intuitively, one goal of my MBA is to critically analyze with regard to the transition from traditional procurement to e-Procurement first, not only to fulfill my academic requirements, but also to lay a foundation for future research and upcoming professional experiences. The report is an actual outcome of what I learned that shows how I solved complex problems with structured analysis and innovative solution.

Broader Implications

This internship report can have further implication not only on my immediate role but also my department. Studies such as mine help inject discussions around technology adoption and best practices into the industry wide discussions that are increasingly emerging from the digital solutions in the RMG sector in Bangladesh. The practical benefits and challenges of e-Procurement can be used to guide other organizations in similar transitions, by examining this report.

Finally, this internship is not just a prerequisite to MBA fulfillment, but a formative experience which ties together academic education with pragmatic work development. It helps me to make sense within Ananta Companies while allowing me to be ready for a career in dynamic procurement and supply chain management. Mainly focusing on "Impact of e-Procurement over Traditional Physical Procurement" indicates that in today's business environment, technological advancements should be embraced towards efficiency, sustainability and competitiveness.

3.5 Limitation of the Report

The findings of this research offer useful information about the contribution of e procurement to traditional physical procurement; however the limitations of this study need to be taken into account. These limitations may affect the generalizability and applicability of the findings: [1] [6]

1. **Sample Size:** There were a total of 13 people in the supply chain department who was surveyed. While this is true for the entire department, the small study sample does not lend itself to making broad conclusions from the organization as a whole or to generalizing the findings to other departments or other companies in the industry. An increased sample size could give us a less specific picture of e-Procurement's effects in different contexts.

2. **Subjectivity of Responses:** The e-Procurement systems impact was captured by employee perceptions and subjective evaluations. The responses are useful to provide insights and the responses may be biased at an individual level or as a matter of experience or lying in similarity in using e-Procurement tools. Further work is needed that incorporates the use of more objective measures such as performance metrics and data analytics alongside subjective assessments.
3. **Focus on Internal Perspectives:** For the most part, research was based on internal supply chain department employee views. But we did not investigate supplier perspectives of the special impact of eProcurement upon the Ananta Companies relationships with them. A more holistic view of how e-Procurement affects the interaction of stakeholders and provider feedback would be included.
4. **Temporal Limitations:** Survey looked at perceptions and experience of this at a particular point in time. As eProcurement is implemented, an organization could be altered and the impact of eProcurement would also emerge. Dive deeper into how the effectiveness of e-Procurement (EP) varies over time and impacts relationships with suppliers and environmental sustainability and efficiency by conducting longitudinal studies.
5. **Limited Scope of Objectives:** However, other possible outcomes of e-Procurement were not examined, regarding three particular objectives (better supplier relationships, increased efficiency and environmental sustainability). Future research could take this one step further and investigate other factors, for example cost savings, risk management or the impact of technology adoption on procurement practices.

3.6 Literature Review

According to Centobelli et al. (2014), the major cost saving (8 to 12 per cent) achieved through automating purchasing process through e procurement, improves the efficiency of the process and minimizes errors. Better organizing the stakeholders through the integration of e-collaboration tools gives better alignment with customer needs, higher service quality, and improved communication. The paper presents simulation studies that show that further cost reduction of penalties and inventory management cost can be achieved through e-collaboration that provides real time data sharing and responsive supply chain dynamics. Unfortunately, it is not without its challenges as organizations will encounter resistance to change and resistance to implementing new systems into existing processes. Taken as a whole, the literature indicates business necessity to adopt e procurement and e collaboration technologies in order to be competitive in the increasingly digital marketplace, and the need for further research on the barriers to e proc participant adoption and the optimization of these technologies for the future.

As Chawla and Bhatnagar (2004) suggest, e-procurement can help to eliminate corruption by reducing discretionary decision making, and Heeks (1999) suspects that it would unwittingly generate new opportunities for corruption among tech savvy officials. Empirical studies, like Elbahnasawy (2014) show a corruption reducing effect of e government initiatives, and Kim et al. (2009) note the successful impact of the South Korea OPEN program to reduce

perceived corruption in the public procurement. Nevertheless, some scholars conclude that broader internet access might be a more significant player in fight against corruption than is e-procurement on its own (Anderson, 2009 Lio et al., 2011; Goel et al., 2012). As Auriol et al (2016) state, eprocurement is designed to increase efficiency and accountability by reducing by human discretion during public tendering. It has major results (issues of consistency and strong economy zoning) that do not support the existence of an ever solid, regular connection between e-procurement and institutional caliber crosswise over alternate conditions.

McCue and Roman (2012) critically looked at the implementation of e-procurement in public procurement in the United States and Canada, its transformative potential and challenges. However, they argue that although much money has been poured into the information and communication technology (ICT), the digitization of procurement processes has only automated existing procedures to a very large degree without changing its strategic nature. Major barriers are unsuitable software for the private sector, resistance to organizational change and insufficient integration of systems. In addition, while e-procurement adoption often disinterests procurement professionals in the design, it compounds dissatisfaction and limits system efficacy. Both e-procurement system design and restructuring of procurement processes to leverage digital capabilities require active participation of the policymakers, system designers and procurement professionals in the process, the authors note. These findings highlight the important point that owing to the potential benefits from ICT in public procurement, strategic planning and collaboration is needed to reap the rewards.

In this literature review, Mavidis and Folinas (2022) analyze the evolution from Public E-Procurement 3.0 to 4.0 within the context of Industry 4.0 technologies. The authors emphasize that while e-procurement 3.0 optimized the procurement processes through increased transparency and empowerment, procurement must turn 4.0 by adapting to challenges unique to new technological, organizational, and environmental challenges. And it is in these areas that technologies like artificial intelligence, big data analytics and blockchain are fundamental to this shift: automation, a more intelligent decision making, accountability. While these barriers remain significant such as security, interoperability, structural concerns etc. The challenges are categorized using the TOE framework and MIT90s model to provide a roadmap for digital transformation in public procurement using the TOE framework and MIT90s model. According to the authors, effective potential of emerging technologies requires collaboration of stakeholders, robust legal frameworks and continuous training (Mavidis & Folinas, 2022).

According to Mäkinen, Kähkönen, and Lintukangas (2011) the integration of e-procurement systems plays an important role in cooperative purchasing of the Finnish banking sector. By automating processes and using collective purchasing power, e-procurement not only improves efficiency and reduces transaction costs but also fosters strategic development, they find. Finally, the case study shows how e-procurement is an important vehicle toward wider product portfolios and better resource allocation while still empowering local decision-making. Integration across systems combined with data collection helps e-procurement strengthen negotiation capabilities and promotes more competitive cooperative purchasing.

This research develops e-procurement as a transformational enabler of cost efficiency, stabilization and better supplier relations in the context of collaborative procurement.

According to Tai et al., (2010) the implementation of such systems would result better procurement processes, better supplier relationships and higher supplier performance. A rigorous methodology employing focus groups and content validity panels had been used to develop measurement constructs that capture the certainty of e-procurement. Indeed, as suggested earlier by Mukhopadhyay et al. (1997), information technology could also help contribute to improve operational effectiveness, and as in e-procurement systems, the same can improve process outputs and quality. Overall, the degree to which e-procurement systems are integrated is considered a key element by organizations intending to use technology to achieve competitive advantage in the manufacturing sector.

According to Croom and Brandon-Jones (2007), e-procurement is crucial as it simplifies purchasing processes and Smart (2010) addresses more general impacts of electronic business in reducing operational costs. According to Johnston (1995), the success of e-procurement is dependent on what technical systems are being used and Mcknight and Chervany (2001-2002) argued that trust between users and service providers is also important. In addition, e-procurement initiatives effectiveness has been measured, based on organizational learning, internal process improvements, and financial benefits via the balanced scorecard framework (Rotchanakitumnuai & Speece, 2009; Bhagwat & Sharma, 2007). The findings of this body of work support that internal capabilities complement external service quality in achieving successful e-procurement outcomes.

Oyegoke et al. (2010) note the inefficiencies on the operational front of the construction sector regarding timely delivery, adherence to budget and quality standards and opines that e-procurement could make a quantum leap in operational efficiency. Eadie et al. (2012) extend the discussion of the readiness of construction contract forms and e-tendering software to indicate increase in awareness of the need for technological integration in procurement processes. Methodological approaches have been questioned particularly in understanding the barriers to SME growth in transition environments by Doern (2009) who critiques the challenges faced by SMEs in transition environments. The empirical results presented in Fernandes and Vieira (2023) on impacts of the Public e-Procurement (Pe-P) on SMEs show perceived benefits including the process dematerialization, improved competitiveness and the access to information, and highlight some of the implementation complexities (Fernandes & Vieira, 2023). Taken together, this body of work highlights the critical importance of more work on the economic, ecological, and operational aspects of e-procurement adoption in different contexts.

Standing out as the Garrido-Samaniego et al. (2010) underline that the use of the e procurement technologies changes the composition and the size of buying centers especially for the capital goods procurement; the presence of several functional areas like production, engineering and management become more pertinent. Previous studies such as Garrido and Gutiérrez (1997), find that the strategic importance of the purchase entails a greater number of functional areas involved in the buying process and this needs interdepartmental

coordination. The work of Lilien and Wong (1984) confirms that the purchasing function is more influential during the supplier search phase and the importance of information technology in facilitating decision making. Overall, reviewing the literature, the e-procurement appears to provide purchasing process with better discipline while at the same time requiring a reappraisal of that of the traditional buying center configuration to fit in with the practices of contemporary industry procurement.

This literature review focuses on the different perceived drivers and barriers of the e-procurement adoption affecting organizations' decision making about their adoption of such systems. Some key benefits that have been identified in previous studies are reduction of transaction cost and improvement of efficiency and these are very attractive motives to adoption (Hawking et al. 2004, Kheng & Al Hawamdeh 2002). However, several critical bottleneck factors such as lack of sufficient technological infrastructure and the perceived costs have been mentioned as critical obstacles (Bingi et al., 2000; Rajkumar, 2001). The complexity of the buying situation and firm size are also important factors affecting the likelihood of adopting e-procurement techniques, which implies that different values might be realized by adoption from the different variables (Abu-ELSamen et al., 2010). In order to make sense of the myriad dynamics of e-procurement adoptions within and across construction organizations, it is necessary to engage these factors in a comprehensive model (Abu-ELSamen et al., 2010; Power, 2002).

Laryea and Ibem (2014) systematically review patterns of technological innovation in the use of e-procurement in construction industry given the rather slow adoption rate as compared to other sectors. Through the analysis of this research articles spanning decades, three key patterns were identified: Three important factors include (1) adoption of web based technologies from other sectors, (2) improvement of existing technologies for new applications, and (3) integration of new and existing technologies. Most of these patterns take place while the firm is tendering and in delivery of the contract; however, they can be learned from other industries and infuse with demands to be efficient. Although, lack of integration between different web based tools still remains a problem. The findings underline the need for further innovation to unify e-procurement and develop lessons from manufacturing and retail to tackle construction specific obstacles. This then demonstrates a gradual transition towards an overall digital procurement system (Laryea & Ibem, 2014).

In order to describe the impacts of e-procurement implementation at PT, Hidayanto, Ditari, and Chahyati (2012) will study in Hidayanto et al. (2012) The changes between pre and post implementation phases are compared using a gap analysis between a government aimed Indonesian state owned entity. The results indicate that e-procurement has a positive effect on organizational characteristics, pre sourcing processes and acquisition costs, reducing procurement prices and increasing catalog based sourcing. Due to persistent reliance on manual procedures these impacts were limited to governance, procurement quotations, and order placement. It focuses on the relationship between e-procurement benefits and corresponding system maturity levels, and recommends further development of e-

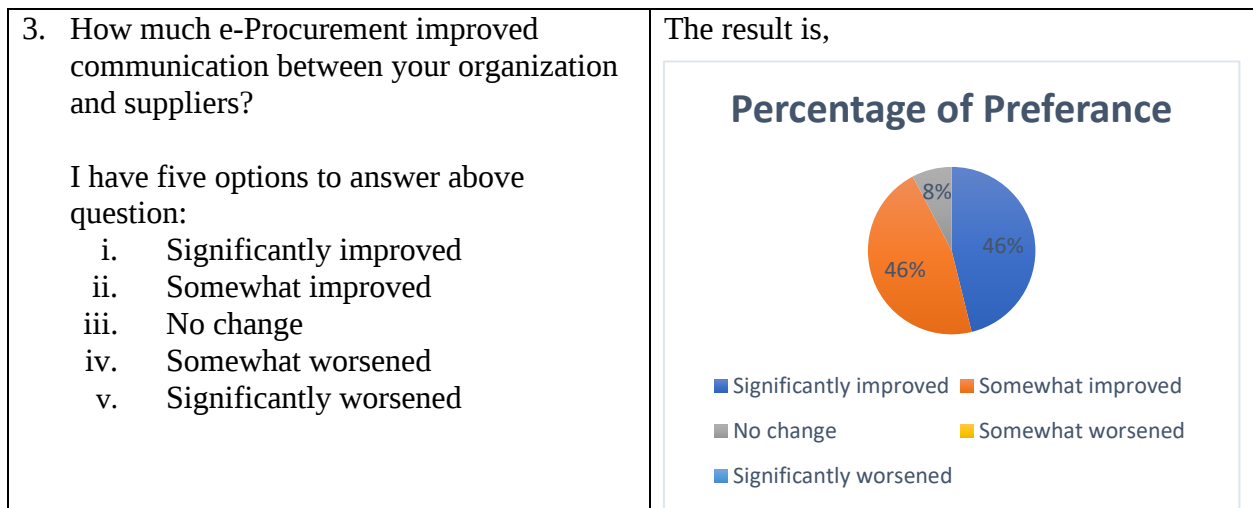
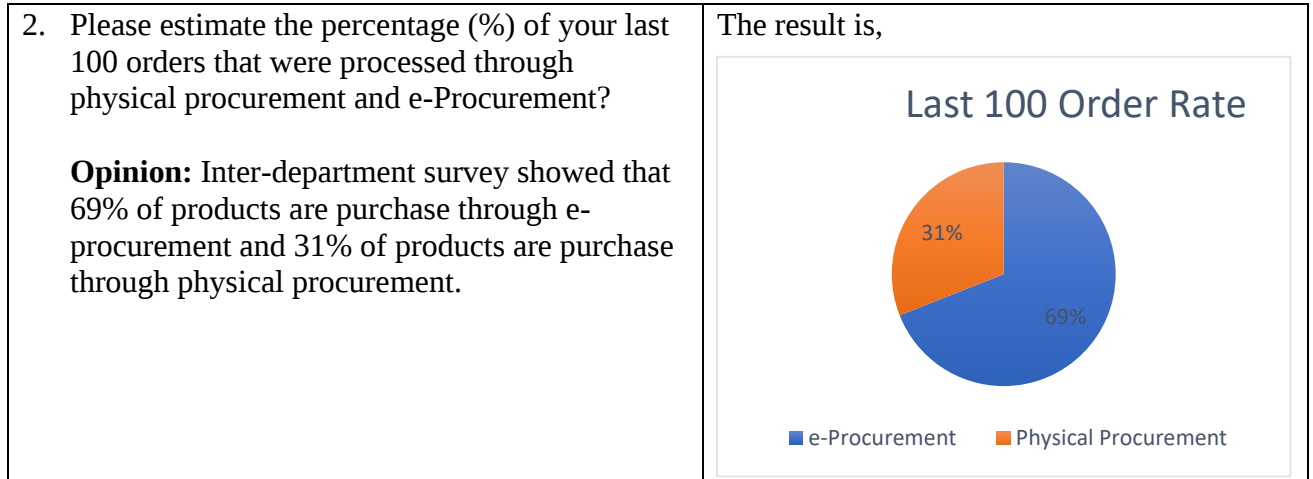
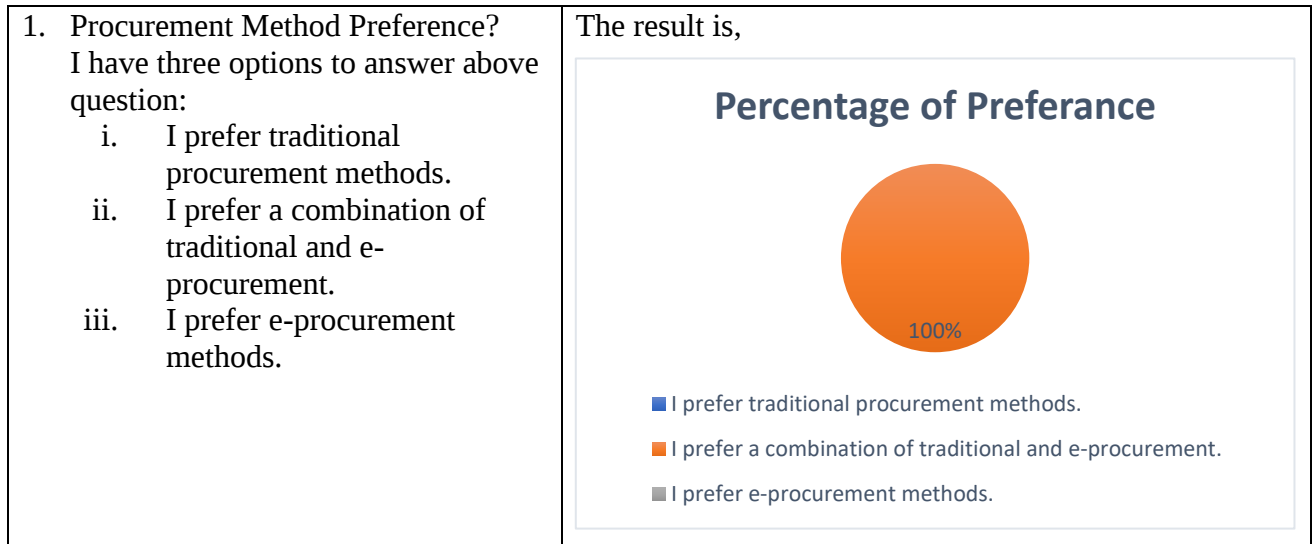
procurement activity through integration and digitalization in order to optimize the full scope of e-procurement benefits and achieve desired efficiency and transparency.

Stephens and Valverde (2013) conduct research on the security challenges and solutions for e-procurement within supply chain reengineering projects. The authors use a case study of a multinational energy corporation to demonstrate major vulnerabilities derived from SQL injection attacks and cross-site scripting (XSS), which are capable of attacking the confidentiality, integrity and availability of transaction data. However, while existing application level controls keep risks under some control, those are still not enough without enhancements to the deeper database level protections and user authentication. Technical, procedural, and awareness based gaps in security are addressed through integration of a proposed security model that promotes data segregation, strong authentication, and employee training, security design principles. The research points out the crucial requirement for strong e-procurement security frameworks as we need secure information, information sensitive and the operational reliability in supply chain management systems (Steps and Valverde, 2013).

In his study (2010) Dotun Adebajo looked into how the e-procurement systems can be made sustainable within digitally clustered organizations with a focus on UK food industry e clusters. However, since the advent of information and communication technology (ICT), it is realized that business clusters find competitive advantages of this geographical proximity no longer exist and virtual clusters, or e clusters have emerged as means for collaboration, knowledge sharing and aggregated procurement. It is found that two business models, subscription based as well as pay per use, are sustainable for e clusters of which users prefer subscription based over pay per use as it is a more predictable cost. Despite a variation in perceived benefits across company size and the extent of their digital readiness, key functionalities valued by e-cluster members include trading zones, information access, and partnership facilitation. In order to ensure the long term viability of e-clusters Adebajo highlights the importance of strategic management, early user involvement in design and the alignment of business models with user expectation. The major contributions this research makes are confirmation of the potential benefits provided by e-clusters in helping SMEs achieve increased integration and cost reduction in supply chain; and to identify challenges associated with achieving critical mass and secure initial funding, in line with the economic conditions and the cycle in e-commerce.

3.7 Methodology

We have a total of 13 employees in our entire Procurement Department. Where I conducted a survey. There were some questions about e-Procurement and Physical Procurement. The questions are and result are showing in below, [2] [4] [5]



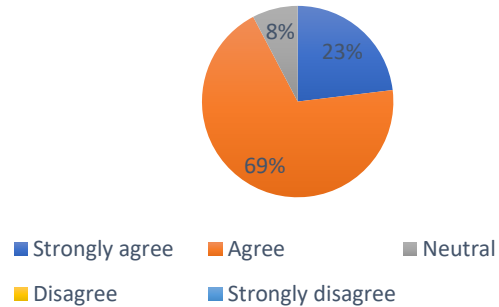
4. To what extent do you agree that e-Procurement tools have enhanced collaboration on projects with suppliers?

I have five options to answer above question:

- i. Strongly agree
- ii. Agree
- iii. Neutral
- iv. Disagree
- v. Strongly disagree

The result is,

Percentage of Preference

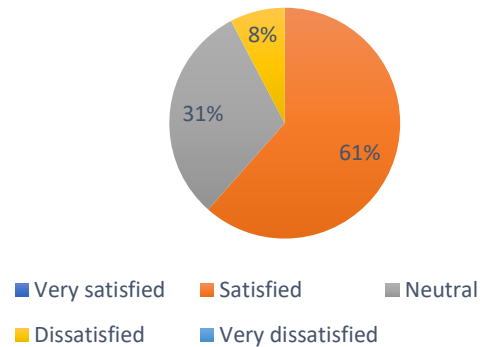


5. How would you rate overall supplier satisfaction since implementing e-Procurement? I have five options to answer above question:

- i. Very satisfied
- ii. Satisfied
- iii. Neutral
- iv. Dissatisfied
- v. Very dissatisfied

The result is,

Percentage of Preference

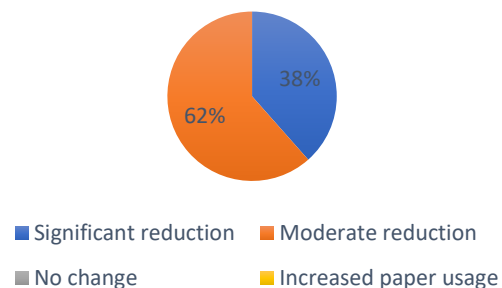


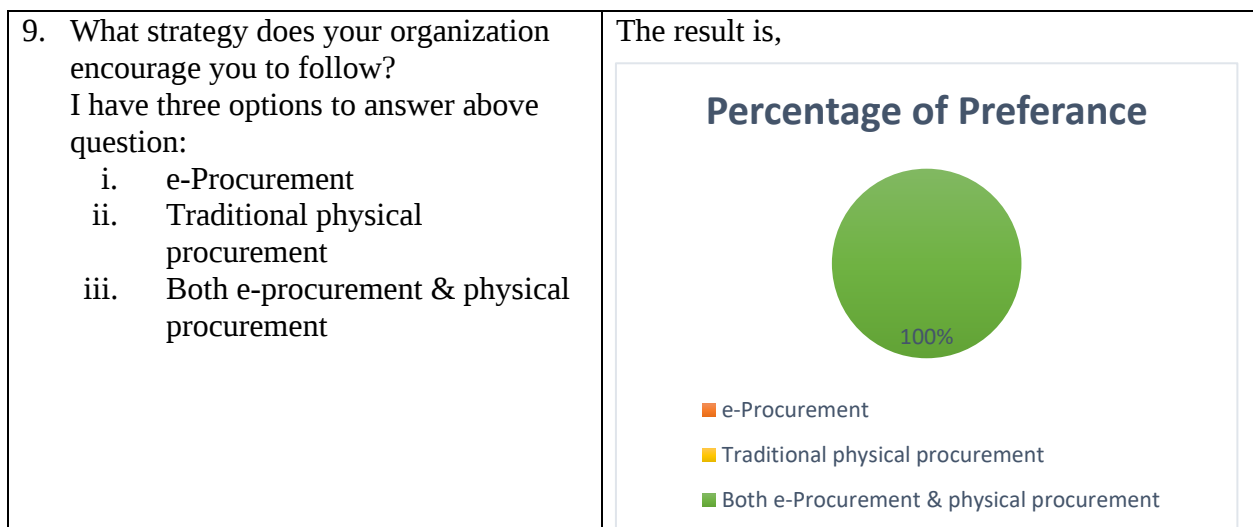
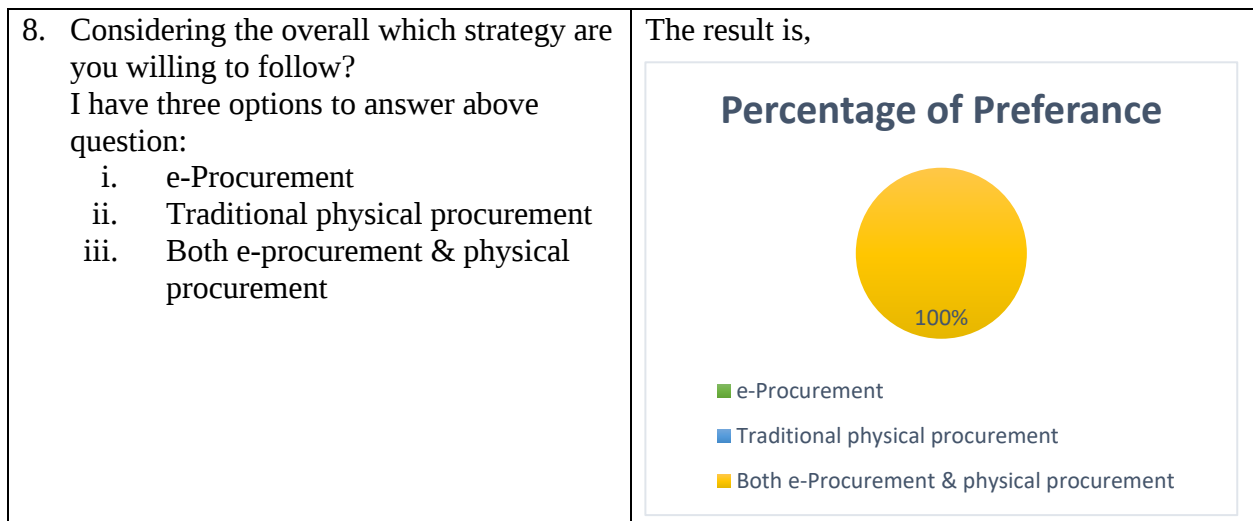
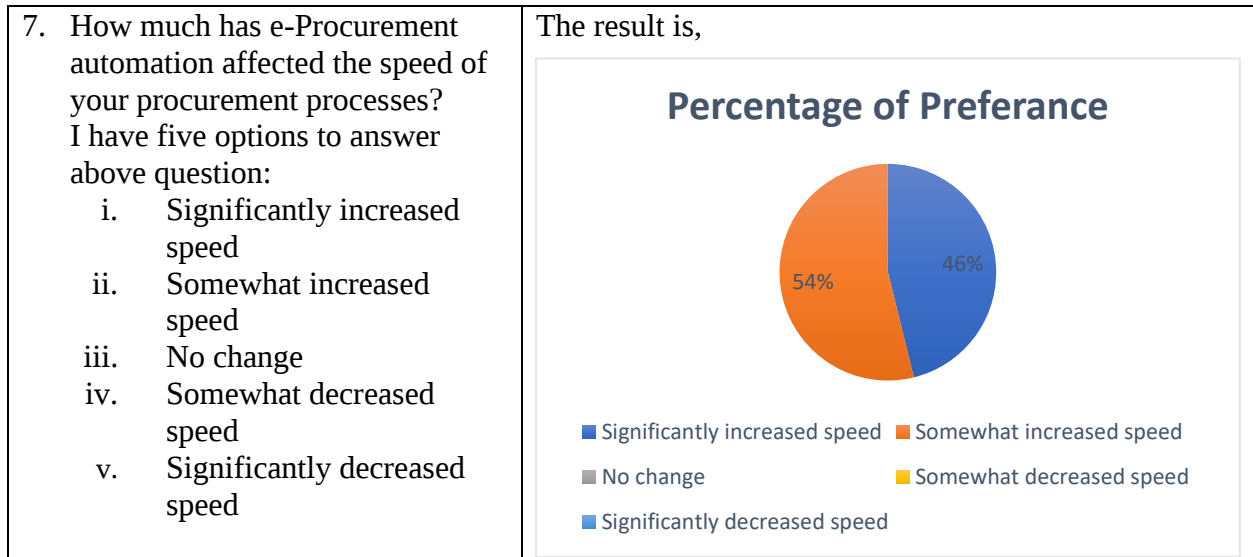
6. Since adopting e-Procurement, how much has your organization reduced paper usage in procurement processes? I have four options to answer above question:

- i. Significant reduction
- ii. Moderate reduction
- iii. No change
- iv. Increased paper usage

The result is,

Percentage of Preference





3.8 Findings & Results

3.8.1 Findings

The research conducted at Ananta Companies focused on understanding the impact of e-Procurement over traditional physical procurement methods. The survey, which included responses from all 13 employees in the Procurement Department, provided valuable insights into employee preferences and perceptions regarding procurement methods. The findings highlight three key objectives: improved supplier relationships, environmental sustainability, and increased efficiency. [2]

1. Improved Supplier Relationships

One of the primary objectives of implementing e-Procurement was to enhance relationships with suppliers. The survey results indicate that a significant majority of employees (approximately 92%) believe that e-Procurement has improved communication with suppliers. This is reflected in the survey responses, where 6 out of 13 employees reported that communication had significantly improved, while another 6 felt that it had somewhat improved. Only one employee perceived no change. These findings suggest that the centralized communication channel provided by e-Procurement platforms has effectively facilitated interactions between buyers and suppliers, resulting in clearer expectations and improved transparency.

Moreover, the collaboration aspect was evaluated through the question regarding the extent to which employees agreed that e-Procurement tools enhanced collaboration on projects with suppliers. A total of 12 out of 13 employees either strongly agreed (3) or agreed (9) with this statement, indicating a consensus that e-Procurement tools positively influence collaborative efforts. This collaboration not only fosters better supplier relationships but also contributes to more effective project execution and timely deliveries.

The survey also assessed overall supplier satisfaction since the implementation of e-Procurement. Results showed that 8 out of 13 employees rated supplier satisfaction as satisfied, while 4 employees were neutral, and only 1 rated it as dissatisfied. This indicates a generally positive perception of supplier satisfaction, suggesting that e-Procurement has contributed to a more efficient and transparent procurement process.

2. Environmental Sustainability

The second aim of this research was to assess the environmental sustainability component of e-Procurement. The hope was that e-Procurement would significantly reduce paper consumption from the traditional processes of procurement. The question for survey respondents was to rate reduction in paper usage since e-Procurement was adopted. A number of the findings were that 5 of the employees reported a large reduction in paper usage, while 8 reported a moderate reduction. For most respondents, there was no change. This implies that a major reduction in paper use occurred as a consequence of the use of e-Procurement practices, hence it is consistent with the environmental sustainability objectives.

Not only does this reduction in the amount of paper consumed help towards a more sustainable procurement process, it is another positive addition to Ananta Companies' corporate social responsibility. This reduces the dependence on paper documents that an organization has to create, and in so doing, it helps an organization lessen its environmental impact in its supply chain. Ananta Companies' emphasis on Sustainability aligns perfectly with current business practice and makes them more appealing to environmentally friendly stakeholders and customers.

3. Increased Efficiency

Third objective aimed at analyzing the end results of enhanced procurement process efficiency with the help of automation and e-Procurement tools. Some of the questions that were in the survey about perceived procuring speed between adoption of e-Procurement. The results showed that 6 employees thought that e-Procurement increased speed significantly, 7 thought e-Procurement however increased speed somewhat and 7 employees agreed that e-Procurement did not increase speed at all. This indicates a great consensus from employees that e-Procurement has facilitated acceleration of the procurement process, through faster order approvals, invoicing and supplier communication.

Furthermore, employees express the preference for this double traditional and e-Procurement approach (for all employees), meaning that they recognize the advantages of both options. That means that while e Procurement has definitely brought with it significant efficiencies, there remains contexts in which such old school methods are still worthy. Seamless integration of both procurement strategies suggests a strategic approach of optimizing procurement activities.

3.8.2 Results

The objectives highlighted at the beginning of the research are supported by the results of the survey and the qualitative insights drawn from employee feedback. The overall impact of e-Procurement at Ananta Companies can be summarized as follows:

1. **Improved Supplier Relationships:** It has further improved communication and collaboration with suppliers at levels higher than where it was before eProcurement. The survey responses however, validate that employees perceive their suppliers as more connected and that this conclusion has led to better business relationships and better procurement results overall.
2. **Environmental Sustainability:** A commitment to sustainability has been demonstrated through a markedly reduced use of paper as a result of the implementation of eProcurement. The majority of the employees reported a reduction in paper consumption as well which met with the organization's environmental objectives and corporate social responsibility objectives.
3. **Increased Efficiency:** An adoption of E Procurement along with automation and improved communication channels have resulted in faster procurement process. Procurement activity time and efficiency are acknowledged to be enhanced by the positive effect on speed and on operational delays due to timely deliveries.

As a whole, the results and findings suggest that the transition to e Procurement at the Ananta Companies has been effective to the extent it achieved the objectives while also offering an opportunity for continuing improvement. [2]

3.9 Discussion

An adoption of e-Procurement at Ananta Companies heralds a new development in the process of modernization of procurement practices, generating both operational benefits and strategic synergy with the goals of sustainability. The results highlight how eProcurement has eliminated the downsides of traditional procurement, especially of its efficiency, supplier relationships and environmental sustainability.

And one of the major impacts is its improvement on supplier relationships. It is by the implementation of e-Procurement systems that a centralized communication platform was developed which in turn increased transparency and collaboration with suppliers. The survey results also show this improvement, when employees mentioned better supplier satisfaction and more collaboration on joint projects. These advancements are essential to enhancing trust and loyalty, critical to maintaining good long term partnerships in highly competitive RMG sector.

Another where e-Procurement has been proven to provide value is in the environmental sustainability area. Many of the respondents reported a reduction in paper usage, which matches global trend toward green business practices. In addition to providing for a lighter environmental footprint, this change places Ananta Companies in a leadership position as a corporate entity with responsibility for creating and maintaining a sustainable enterprise. These practices congratulate stakeholders who appreciate ethical and environmentally conscious partners.

From the operational perspective, the e-Procurement brings in huge efficiency gains. Together, routine tasks are automated, purchases are more accurate, and lead times are shorter, for a simple, easily understood result. They acknowledged that orders were approved faster, being aware of improved resource allocation allowing for procurement team to focus on strategic work as opposed to routine work. The integration of technology in current markets is therefore paramount in maintaining competitiveness in ever changing dynamic markets.

What doesn't help is that the transition is far from easy. Existing barriers to the realization of the full potential of the e-Procurement were identified as resistance to change, technological disruption, and the need for extensive training. And these challenges must be addressed with strategic change management, robust training programs and investing in technology to make seamless integration user friendly.

Finally, the discussion points out that despite the huge procurement process improvement that e-Procurement has brought to Ananta Companies, additional efforts to overcome implementation challenges and optimize the system will be needed to keep the benefits. A use of strategic approach makes sure that the company remains on the top amongst the players that are practicing innovative and sustainable procurement practices.

3.10 Conclusion

It is interesting to note that my internship at Ananta Companies has not only given me a better knowledge of how various procurement processes work but has also sharpened my view on the amazing influence of e-Procurement in the current business world. Looking at the difference in terms of the traditional physical procurement and the emerging e-Procurement systems, this report explores the advantages as well as drawbacks of each.

Ananta Companies is engaged in a forward thinking transition from traditional physical procurement to eProcurement aligning operational processes with modern technological advancements. This report begins by comprehensively illustrating how e-Procurement has now fundamentally reshaped the procurement landscape by amplifying the efficiency, strengthening supplier relationships and supporting sustainability efforts. Ananta integrated using digital tools for simplified and more efficient procurement activities, decreased lead times and reduced error across operations leading to better overall operational productivity. Expanding electronic procurement further strengthens the collaboration and responsibility with suppliers, as system offers greater transparency and consequently, centralized communication that is more efficient. These improvements have greatly strengthened the company in its capacity to provide strong quality and ethical practices even in such a fast paced and global apparel industry.

An environmental sustainability focus area has become critical for Ananta Companies and e-Procurement has served as a major enabler of this effort. The company has digitized its procurement processes, reducing substantially paper use, thereby conforming to its broader corporate social responsibility commitments. This not only reduces environmental impact but also boosts efficiency and make Ananta a responsible industry leader in this global market.

Unfortunately, however, there have been some challenges to this transformation. Where there has been resistance to change, technological hurdles to overcome, and a need for costly training — we have identified areas of strategic importance. Technical implementation is not the only factor in e-Procurement success; it is as much about shaping a culture of adaptability and innovation to your business amongst your employees and stakeholders. The success in overcoming these challenges depends on effective change management strategies, continuous investment in technology and training.

Results of the study indicate amazing potential of e-Procurement in transforming normal business procurement styles. With its capabilities, Ananta Companies has paved the way for other companies in the ready made garment sector to follow. Technology can significantly enhance efficiency, sustainability, and competitiveness in the increasingly complex global market by being integrated fully into procurement processes. The journey, Ananta said, is a reflection of their commitment to innovation, operational excellence, and ethical business practices, all of which have and will continue to remain a bedrock as they grow.

This internship offered me the insights on the effect of e-Procurement into modern supply chain management not only nurtured but has also enabled me to bring onboard practical knowledge that will add value to the field. Given the emphasis on the importance of business operations being adapted to technological advancements this experience highlighted the importance of

adapting with the technology and the importance of the strategic alignment to meet organizational objectives. The lesson from this study will continue to be applicable as industries evolve and integrate technology in procurement and supply chain management.

3.11 Recommendations

After my internship at Ananta Companies I found that based on my findings and insights several recommendations can be made to maximize the effectiveness of e-Procurement systems as well as to transition a smoother procedures between traditional procurement methods.

Comprehensive Training Programs: Create tailor made programmes to train employees online with e Procurement platforms to have them quickly familiar with the platforms as opposed to resistance to change. It is essential to train the users, so that they have capabilities on technical side, how to navigate the system and so on to enable use from all levels.

Supplier Engagement and Collaboration: Unlock suppliers' support by offering workshops and help them smoothly land on the e-Procurement digital platform. It can promote greater alignment and taller leverage supplier relationships to the mutual benefit, triggering faster payment cycles and greater transparency.

Technological Advancements: It continues to continuously evaluate and upgrade the e-Procurement system to the technological novelties like artificial intelligence and blockchain. These advancements will help automate, make accurate figures and simplify complex procurement processes.

Hybrid Procurement Strategies: Integrate e-Procurement with traditional method for localized or some specialized orders. This hybrid approach strikes the right balance between method choice by capitalizing on the strengths of each method, as needed, for any given procurement need.

Enhanced Data Analytics: To monitor supplier performance, procurement efficiency and pinpoint cost savings areas use data analytics. Actionable insights driven from real time dashboards and KPI, can help with more informed decisions.

Sustainability Measures: Continue to focus on eco friendly practices by deprecating use of paper, minimizing logistics through eProcurement. Promoting green procurement policies through the entire supply chain can further strengthen the commitment to sustainability of the Ananta Companies.

Robust Security Framework: Buy a patch pouch or patch wallet and store sensitive procurement data on your phone (in Encrypted Notes). This way, you can protect data through advanced cybersecurity overlooking. Building trust requires regular audits together with compliance to international standards, to prevent breaches.

Feedback Loops: Effective e-Procurement System established by Setting regular feedback mechanism for receiving the comments from the employees and the suppliers about the

efficiency of the e-Procurement system. Feedback from these iterative improvements should cause the system to stay relevant and efficient.

By putting these into action, Ananta Companies can improve their procurement processes by optimizing their overall internal supply chain, leverage their existing partnerships with suppliers, and lead towards long term sustainability and efficiency within their supply chain operations.

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