

**THE ROLE OF E-PROCUREMENT IN PROCUREMENT PERFORMANCE IN  
MANUFACTURING ORGANIZATIONS  
A CASE STUDY OF SAMEER AFRICA LTD**

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## ABSTRACT

The study examines the role of E-procurement in procurement performance in organizations. A case study of Sameer Africa Ltd. The main objective of the study was to establish the effects of Information Communication Technology on purchasing in organizations. The study precisely was sought to establish how information communication technology use in inventory management, security of information, accuracy of order processing and purchasing audits affects purchasing in organizations. The people likely to benefit are Sameer Africa employees Nairobi branch and other researchers. The study suggested for best ways of managing inventory and minimizing any costs associated with stocks. The study also suggested on ways of managing on quality issues. The limitations faced when carrying out the study were; Lack of enough time, data, sensitivity and comparability of the problem under research and failure to return the questionnaires duly completed. A descriptive research design was employed in the study. Descriptive research includes surveys and fact-finding enquiries. The advantage of this research method is that it gives the state of affairs as it exists at present. The research enables to give a proper report of what is happening. The research also attempted to discover the causes of the variable. The Author collected data for the research in Sameer Africa Ltd (Formerly Firestone E.A. 1969 limited) as a case study, representing large manufacturing organization within the Tyre Industry in Kenya. Data was collected by use of questionnaires and analyzed quantitatively. The population targeted for the study comprised of 200 employees from management, procurement department, finance, store department and operational level staff. The stratified random sample of 100 employees was obtained. The area of study covered head office, which is located along Mombasa road / Enterprise road junction in Industrial Area Nairobi. Data was analyzed quantitatively and qualitatively and was presented by use of tables, bar graphs, pie charts. The conclusion gathered concentrated on factors affecting logistics management in Kenya. The findings showed that the information technology obtained from the inventory management the organization has no enough funds to enhance its growth. The conclusions that were made by the researcher was to improve on purchasing in organizations. The research study elaborated that inventory management, security of information, accuracy of order processing and purchasing audits are effects of information communication technology on purchasing in organizations. The recommendations were that the management should adopt ICT and more emphasis on the use of purchasing. Sameer Africa Ltd as a company should design training programs in diverse fields to equip employees with the necessary skills and expertise which helps them has a good understanding of the company's goals and objectives towards achieving them. The training should be geared to promoting a sense of responsibility and ownership so that everybody understands their role in promoting the company's overall interests including employees' welfare. Employees should be trained and developed to cope with the changing needs and use of ICT facilities.