

**FACTORS AFFECTING EFFECTIVE IMPLEMENTATION OF MULTIPLE
SOURCING POLICY; (A CASE OF THE KENYAN JUDICIARY)**

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ABSTRACT

Multiple sourcing is the process where an organization obtains its requirement from more than one supplier. It involves the process of searching for prospective suppliers who can supply the requirements according to organizations' specifications through conducting intensive market research.. The study focused on the major effects of multiple sourcing on procurement efficiency. The major variables to analyzed included cost, competition, staff skills and challenges associated with multiple sourcing.

The study used descriptive research design and the target population consisted of a total of 260 workers at the Judiciary. These include staff from the top, middle and operating level in the Kenyan judicial hierarchy. The researcher applied Probabilistic sampling. Stratified random sampling technique was used to select a sample of 160 respondents from the target population. Questionnaires were used as the main data collection instruments and were issued to all the respondents in the sample size. The data collected was analyzed through the use of quantitative and qualitative analysis and the findings presented on tables, graphs and charts. This helped in clarifying, discussing and interpreting the findings of the study so as to answer the research questions.

The study found out that public entities can derive a lot of benefits by enhancing the process of multiple sourcing normally carried out through open tendering. These benefits include increased competition resulting in fair terms of trade; spreading of risks to secure continuity of supplies especially during emergencies; improved bargaining power; improved quality and freedom to choose from variety of products. However, it was found that public entities have not managed to fully maximize benefits from multiple sourcing due to failure to training all parties involved in the procurement process, conflict of interest and nature of organizations requirements.

recommendations made aimed at enhancing the implementation of multi sourcing policy so as to maximize its contribution to procurement and organization efficiency were made including consolidation of orders, regular training programmes on multiple sourcing for all parties involved in the procurement process The sourcing process should be computerized so as to enhance coordination.