

# End-to end eProcurement in Sweden

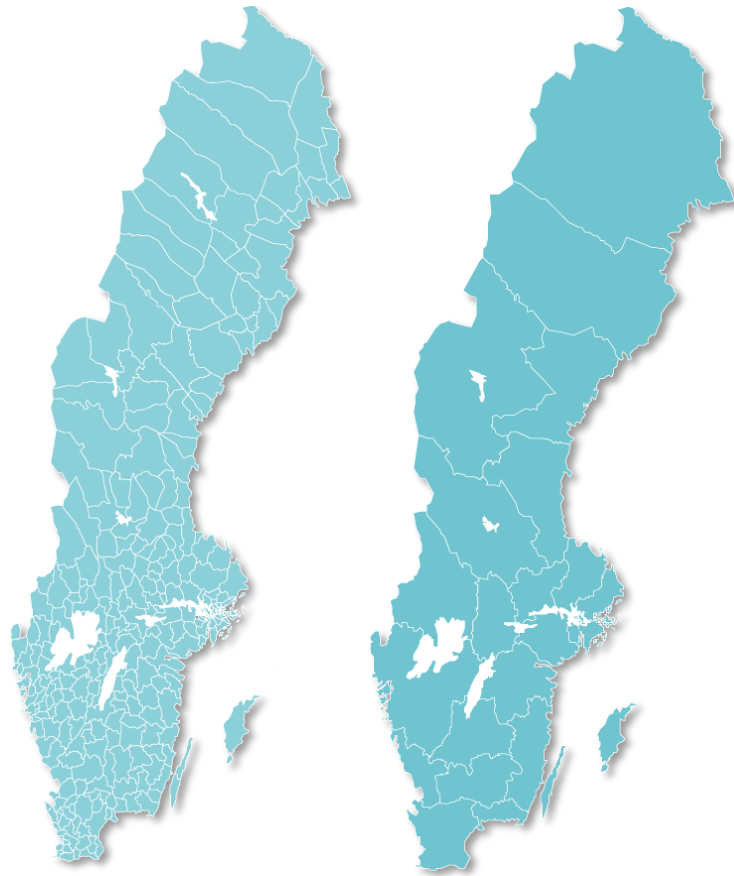
**Benefits and challenges,  
focus regional and local level**

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Swedish Association  
of Local Authorities  
and Regions

# The Swedish Associations of Local Authorities and Regions (SALAR)



SALAR represents Sweden's:

- 290 municipalities
- 20 county councils/regions
  
- E-procurement; started to introduce it from 1998
- Almost all have e-tendering
- Now appr. 40 % of the municipalities\* and 100 % of the regions e-ordering to invoice-phase (post award)
- But not in a full scale; and it differs a lot.

44 % according to survey, 38 % of total.  
And then some are planning for it.

# E-procurement; our goals

The result of an often costly tendering process is contracts, often framework agreements

But: how to visualise the contracts to ensure that employees, in an often decentralised organisation, order

- the correct goods and services,
- to correct prices and
- from the suppliers who won the contract.

The goal: *with ICT and a new way of working we can save money. It gives more resources for the core public activities (i.e. schools, hospitals, elderly care etc.)*

*SALAR has promoted e-procurement since 1998, as part of SFTI- joint cooperation between public and private sector.*



# Challenges

## (why not introduce e-procurement and why not broaden it?)

- Lack of resources (economic and personal) and
- Lack of competence is the major obstacles \*

### *How to tackle it?*

- Not primarily a technical issue.
- It is a matter of how we work and our ability to change the way we work.
- It is a way of showing the benefits and giving enough resources and support.
- This is a matter of leadership.

\* The survey from 2019 shows clear figures. Ex: 45 resp.61 % see lack of personal resources as a difficulty.



# Effects of e-procurement

Due to the 2019 survey and experiences :

- Better compliance with framework agreements ( 84 resp. 86 %\*)
- Increased awareness of prices, when easy available ( 73 resp. 76 %)
- More efficient ordering process (76 resp. 88 %)
- More efficient invoice process ( 76 resp. 94 %)
- Good available statistics to use for future procurements and following up ( 63 resp. 100 % )

The e-invoicing directive has been implemented into Swedish law. E-procurement (ordering-invoice process) is not mandatory by law for regional and local sector. But, the benefits has made many starting with it!

\* Local authorities respective regions

