The Effect of E-Informing on Procurement Performance of Public Universities in Kenya: The Case of Egerton University

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ABSTRACT

In early 1990's, many governments from all over the world both at national and local level launched e-procurement initiatives. In Africa, improvement of public procurement has seen the establishment of special public procurement bodies, whose undertaking is to put into effect the public procurement regulations. In Kenya the Public Procurement system has grown from a rudimentary stage during the colonial and post colonial period to a vibrant regulated system that compares well with the international standards. The main objective of this study was to establish the effect of e-informing procurement practice on procurement performance among public universities in Kenya. The study focused on Egerton University. Descriptive survey design was adopted in this study, where primary data collected through structured questionnaire was used. The population of this study comprised of 31 members of staff in procurement departments of Egerton University. Results were presented using pie charts, bar charts and frequency distribution tables. Quantitative data was analyzed using descriptive statistical method which included frequencies, mean, mode, standard and deviation. Pearson Correlation analysis was carried out to test Hypothesis on effect of e-Informing practice on procurement performance. simple regression analysis was conducted. The results showed that there was a positive and significant correlation between e-Informing practice and procurement performance. It is therefore recommended that organization need to incorporate more procurement practices like E-Informing in order to realize an improved procurement performance of an organization. Future research can interrogate other factors like the ICT infrastructure and support service and other e-procurement practices such as e-contracting and e-payment to ascertain their effect on procurement performance of organization.

Keywords: Procurement Practices, Procurement Performance, Egerton University, Public Procurement Authority PPOA, Kenya.

INTRODUCTION

E-procurement alludes to the utilization of integrated Internet-based information and communication technologies (ICT) to perform individual or all tiers of the procurement procedure inclusive of seeking, sourcing, negotiation, ordering, receipt, and post-buy audit (Rasheed, 2004). In early 1990's, many governments from all over the world both at national and local level had launched e-procurement initiatives. The first e-procurement initiative implemented within the public sector was the National Aeronautics and Space Administration (NASA) Acquisition of Internet Service in USA. NASA published first time tenders with a value between US$25,000 and US$500,000 at prod.nais.nasa.gov. Today, at country-level, Chile, Guatemala, India, Italy, Panama, Philippines, Romania, South Korea and Thailand are considered to have the most advanced and successful public e-procurement systems.

In Africa, improvement of public procurement has seen the established order of special public procurement bodies, whose main purpose is to put into effect procurement regulations. Those bodies purpose now not just to convey domestic procurement rules, but to play a key role within the implementation phase of these regulations. These bodies have additionally been given an additional duty of monitoring public procurement strategies. In this phase the regulatory frameworks have been completed by means of the adoption of all important secondary

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rules and regulations, intensive training packages have been organized and required manuals and instructions posted with the aim to inform widest range of purchasing entities and prospective bidders on the way to enforce the law provisions properly, (Nyagosia & Nyile, 2025). E-procurement dates back to the early 1980's with the development of electronic data interchange (EDI). This allowed clients and suppliers, most customarily in the fast moving consumer goods (FMCG), to send and obtain orders and invoices via comfy store and call forward networks. These EDI structures allowed entrepreneurs to exchange, change and synchronize master data files on products, prices, specifications and information about each other's locations and trading practices. In the last few years, countries across Sub-Saharan Africa have seen a GDP growth of between 8-15%, and the same way, improvements in procurement legislation and its implementation have resulted in savings of up to 30%on average (Shalle et al., 2013).

In Kenya, Public Procurement system has grown from a rudimentary stage during the colonial and post colonial period to a vibrant regulated system that compares well with the international standards. Until early 2000, Kenya like many of her counterparts within the growing global became marred by way of high inefficiency in spending of taxpayers' coffers, particularly in public procurement. The enterprises which had the privilege of doing business with the state became incredibly restricted and there was no real competition among them. The procedures used in public procurement were completely non-transparent and unregulated and there was no institutional framework in anyway (Obiero & Ngugi, 2024).

Kenyan public sector has been undergoing reforms which started with the enactment of Public Procurement and Disposal Act 2005 that resulted into the creation of Public Procurement Oversight Authority (PPOA). The next step was be the implementation of e-procurement for the public sector. In line with e-government strategy paper 2004, one of the medium term objectives was e-procurement and would have been implemented by June 2007, this was never to be since the process has been very slow (Malela, 2010). In 2015, with the implementation of the new constitution, the Kenyan government enacted a law, Public Procurement and Asset Disposal Act 2015 which came to operation on 7th January 2016 in order to give effect to Article 227 of the constitution and accommodate the devolved system of government. (PPDA 2015)

Egerton University has the oldest and probably the longest history among all institutions of higher learning in Kenya. The present Egerton University is credited to Lord Egerton of Tatton, a British Baron who had settled in Kenya in the 1920s. In 1986, Egerton College was gazetted as a constituent college of the University of Nairobi. The following year, 1987, Egerton University College was granted full-fledged University Status, becoming Egerton University through an Act of parliament (The Egerton University Act, 1987). Egerton University's vision is to be 'a world class university for the advancement of humanity' and its mission is 'to generate and disseminate significant knowledge and offer exemplary education to contribute to and innovatively influence national and global development'. The University currently has fifty one (51) academic departments that offer a wide range of programmes at diploma, undergraduate, and postgraduate levels and eight (8) none academic departments (BUGS, 2013). Egerton University has made great strides in e-procurement, having adopted e-procurement it in the year 2008 with the adoption of ERP system, Sage ACCPAC and has since been improved.

Statement of the Problem

The e-Government Strategy, which was adopted in 2004 in Kenya, emphasizes transformation of Government services from manual to digital-based operations. The Government's specific objectives include improved coordination of government agencies to reduce duplication of efforts and to enhance efficiency in utilization of resources, to improve the competitive position of the country through provision of timely information and delivery of services. Other objectives are to reduce transaction costs, and to engage both public and the private sector through digital and on-line service provision (Gok, 2004). In 2007 Public Procurement Oversight Authority (PPOA) estimated that procuring entities were buying goods and services at an average of 60% above the existing market price, a hallmark that public procurement in Kenya does not receive the gains of competitive procurement. In an act to tame this, Kenyan government launched the Integrated Financial Management Information System (IFMIS), an electronic procurement system on 13th August 2014, making it the first African country to introduce the automation of an end-to-end procurement and payment system in a devolved government system. The main objective was to ensure public financial resources are used prudently and for the intended purposes, by introducing transparency and accountability through e-procurement, as it was expected to

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eliminate the abuse of procurement system (Nakamya et al., 2025). E-procurement is one of the changes that have been embraced by Kenyan government to enhance public procurement sector operations. In perfect conditions, implementation of e-procurement is expected to improve public procurement by bringing sanity in the operations, improve efficiency and reduce total. For most organizations, including public Universities, the key objective of implementing e-procurement includes improved accountability and transparency, enhanced efficiency and reduced costs among others. Several researches have been conducted in the past on e-procurement and procurement performance in public sector, however, there exist inadequate literature from previous empirical studies relating e-informing practice and procurement performance particularly in public universities. Studies however have focused on Government ministries, County governments and other governmental agencies, but none has focused on e-informing practice individually on public universities (Chesseto et al., 2019). Past studies on procurement in public universities have also been done (Manyenze, 2013; Ombuki et al., 2014) but none has been done on e-informing and procurement performance, thereby creating a knowledge gap. This Study filled this gap by establishing the effect of e-informing practice on procurement performance of public universities.

Objective of the Study

To establish the effect of e-informing on procurement performance of public Universities in Kenya, a focus on Egerton University

LITERATURE REVIEW

Theoretical Background

Several theories exist that explain the association between e-informing and Procurement Performance. These theories include Technology Acceptance Theory (TAT), Innovation Diffusion Theory. A summary of these theories and their implications to this study were discussed in the sections that follow.

Technology Acceptance Theory

Technology Acceptance Theory is amongst the most well-known theories in comprehension and adoption of computer technologies, which in essence requires an investment in computer-based tools that support planning, decision making and even communication. These frameworks however might be risky so to speak. TAT is usually based on two prepositions: perceived worth of the system such as enhanced productivity, enhanced performance, effectiveness and competence in operations etc. and the perceived ease of use of the new systems such as ease to learn, ease to use, ease to control and ease to remember. This Theory brings an interpretation that that acknowledgment and use of nascent innovation is a component of the clients' feelings about the system and its apparent advantages (Davis, 1986). Davis in (1985) proposed acceptance model (TAM), as one of the well-known models that relate to and can explain technology acceptance and use. Legris, Ingham, & Collerette (2003) asserts that over the years, this model has proven to be a theoretical model which helps in explaining and predicting the information technology behavior of users, and as (Levine & Pauls, 1996) posits, TAM can be viewed as an significant extension of the Theory of Reasoned Action (TRA). (Davis et al., 1989) further asserts that TAM can explain the reason as to why a user may accepts or at times rejects information technology by adapting TRA. Therefore, TAM will provide a basis to which one can traces how external variables influences attitude, belief and intention to use the technology. TAM posits two cognitive beliefs which are superficial ease of use and perceived worth of information system. TAM further posits that one's actual use of a technology system is influenced either directly or indirectly by the user's behavioral intent, attitude, perceived worth of the system, and superficial ease of the system, the external factors affecting the intention and actual use through mediated effects on perceived usefulness and perceived ease of use.

Innovation Diffusion Theory

Diffusion is the process by which an innovation is communicated through certain channels over time among the members of a social system. Infante, Andrew, & Womack, (1997) defines diffusion as a special type of communication which is concerned with spreading new idea messages as perceived by users. Diffusion goes

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further than a two-step flow theory, concentrating on the conditions that improve or diminish the probability that a new idea will be accepted by individuals from a given society. In multi-step diffusion, opinion leaders influence the behavior of adopters, but there are mediators in between the media and the audience as far as decision making is concerned. One mediator is the agent of change, being somebody who urges an opinion leader to either accept or reject a certain innovation.

Innovation diffusion theory classify adopters of innovation into five categories namely: the innovators, these being persons who desire to be in the front in trying the new innovation, Early Adopters, these are individuals who are the opinion leaders, Early Majority, these are people who want to see proof that the innovation really works before accepting it, Late Majority, being people who are doubtful and would only accept an innovation long after it has been accepted and tried by the majority and Laggards, being the persons who are extremely cynical of change and are the hardest category to engage in any process of innovation. Rogers, (1995)asserts that innovation diffusion theory can be used to explain the e-procurement adoption as it has been comprehensively used lately as a primary theoretical base of innovation adoption studies in the field of information technology. Adoption of e-procurement as an innovation tends to generates uncertainty; the procurement entity should therefore be fully aware of the possible advantages and the possible risk of adopting such innovation. Gillivan, (2001)argues that even though innovation diffusion theory has relevance in e-procurement studies, in terms of acceptance and implementation, theories only focus on the level of individual's either acceptance or rejection of the innovation and the realities of implementation of the technology at the level of the organizational

Empirical Review

E-procurement is the business-to-business purchase and sale of supplies and services over the Internet. It is an important part of many B2B sites; e-procurement can sometimes be referred to by other terms, such as supplier exchange. Electronic procurement simply termed as e- procurement is a method of procuring items and services using internet technologies. It refers to the use of information and communication technology (ICT) on the part of the public administration in order to manage its relationship with suppliers as with regards to the acquisition of goods, services, and labour for the public sector. It is one of the many ways in which e-Government is implemented (Oyelami et al., 2020).

E-procurement may be viewed as a platform that links the government and suppliers in a web environment. E-procurement creates a framework in which government corporations as customers procure items and or services by way of browsing catalogues marketed by means of suppliers subsequently a one-stop Portal for public procurement. The long-term aim of the e-procurement initiative is to use internet technology to bring government corporations in a country and suppliers globally into a digital trading platform. The electronic markets are open and enable the buyers to find alternate suppliers quite easily and at lesser costs. As a result, the buyers do not show much commitment to a particular supplier that may result in adverse supplier relationships. The development of a relationship with suppliers takes a considerable amount of time, and it is better when there is a person-to-person interaction. In the case of the electronic marketplace, the possibility of passing through different evolutionary phases of a relationship with supplier reduces, thus leading to a lack of the bond and trust that usually exists in a conventional purchasing scenario (Sum & Nyaboga, 2024).

Study contributions on e-procurement and the implementation of those contraptions begun to increase recently, especially those specializing in public services. The first papers dedicated to those problems date back to late 90's, due to the fact that authors have constantly pressured the importance of employing information technology (IT) in procurement activities, dealing with its benefits. It has been highlighted that e-procurement needs to be evaluated in its complexity, which encompasses numerous objectives: to rationalize expenditure, to reduce "administrative confusion" and prices, and to foster operational efficiency. E-procurement aims at shifting the procurement process to online, linking buyers with their preferred suppliers and facilitating a smooth purchasing process. E-procurement is viewed as value-added application of e-commerce solutions that facilitates, integrates and streamlines the procurement process, from the initial stages, through to contracting and payments. As noted by the public procurement oversight authority, electronic procurement applies ICT in the management, processing and reporting for the procurement of goods, works and services through the internet. It's the application of electronic technology to improve the process of acquisition of goods, works and services. Technology has applications that boost the acquisition process making it more efficient (Oyelami et al., 2020).

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Identification of the necessity of procurement and defining the requirements, supplier selection, contract agreement and Supplier performance evaluation are the main steps of procurement process in a conventional scenario (Mutua, 2025).

E-Informing and Procurement Performance

The practice of e-informing involves exchange of procurement related infomation between buyers and suppliers via the internet for example through e-mails. Such technologies allows the accumulation of a database of supplier information, which is more simpler than the use of tradional contact methods. Of more importance though is the fact that this database can be of great use not only presently, bt in the future and can be applied by generations to come. By deseminating the information say for oncoming tender, the supplier can then get to build their bid document in time IAPWG (2012). The use of technology in information sharing enables a wider distribution of information by allowing access to supplier catalogues and a wider range of available products and services to choose from by organizations which will provide greater range flexibility. This will affect performance an example being e-marketplace which provide ways in which organizations coordinate, control and economize on cost of transaction and at the same time improving the flow of information and reduce uncertainty (Luga et al., 2023; Murithi et al., 2024; Waithaka & Kimani, 2021).

Although the need for performance measurement in procurement has long been recognized, for a variety of reasons, many organizations fail to measure it adequately. Literature review of the history of Procurement Practices measurement in the 1980's and early 1990's as argued by Laudon & Laudon (2010) concludes that a general weakness of "traditional" measures is that they recognize and reward mainly short-term gains, rather than long-term ones, whose impact is notoriously difficult. Other problems with traditional measurements is that they regularly work to enhance the Procurement Performance to the detriment of other departments' performance; be that as it may, the idea of enhancing a single unit's performance which is a a conventional method for measuring Procurement Performance, has been heavily criticized in the literature and is counter to the aggregate quality management philosophy.Other criticisms of traditional measures of Procurement Performance include: being based too much on financial performance; one-dimensional or incomplete; contradictory to continuous improvement; inflexible; no strategic focus; and even invalid (Easton et al., 2002). It is argued that by utilizing new procurement technologies, firms can increase the efficiency of their entire procurement process and, thereby, can achieve higher firm performance (Collins et al., 2010). Research by Kyalo et al., (2025) described procurement Practices and how these positively impact Procurement Performance interms of cost, time, satisfaction, quality, stock, and value.

Procurement indicators are selected based on their ability to provide procurement managers key performance information on different aspects of a procurement system, including cost, quality, and timeliness of processes, system productivity, and system integrity. They are designed to provide timely, relevant, and concise information for procurement managers to use to assess progress in achieving pre-established procurement performance goals and targets (USAID Project Report, 2013).

Conceptual Framework

The conceptual framework explains the relationship between the dependent and the independent variables in the study. In this study, independent variable was e-informing–involving the use of internet technologies for gathering and distributing procurement related information. The dependent variable was Procurement Performance, which is explained by five indicators to which the variable was measured. First is Cost: Percentage by value of purchases made under simple purchase orders, annual contracts, and multi-year contracts, Second is Quality: This is the Percentage of orders that comply with contract criteria, Third is Timeliness: This is the Percentage of procurements completed within set time, fourth being System Productivity: this is the Percentage of purchase orders or contracts issued as emergency orders and finally fith being Integrity: this is the Percentage of products with prices posted on publicly accessible website. Intervening variable consist of procurement policy: Rules and regulations for governing procurement procedures in an organization and guiding legal framework for the implementation of efficient procurement practices.

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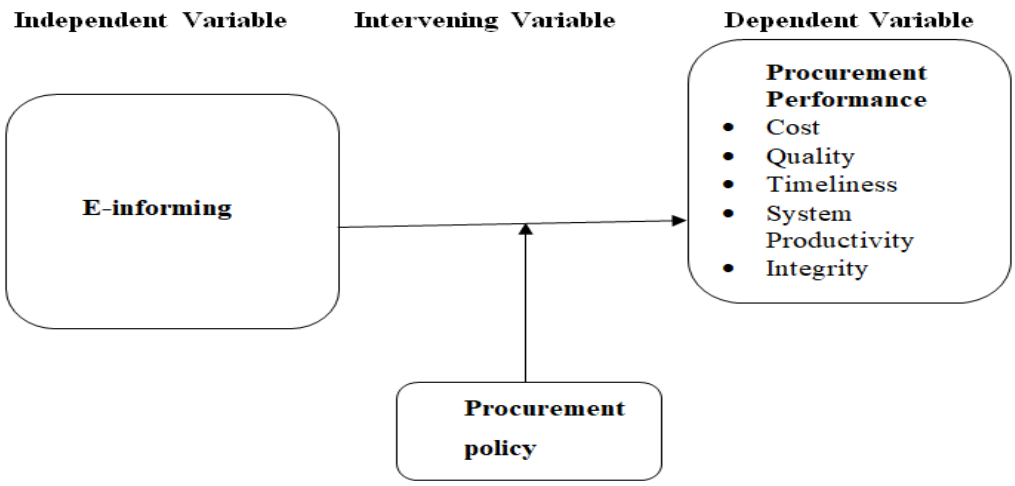

RESEARCH METHODOLOGY

The research adopted descriptive research design to collect the quantitative and qualitative data that describes the effects of e-informing on procurement Performance. As asserted by Sekaran & Bougie, (2011) descriptive studies are carried out in order to ascertain and clearly describe the characteristics of the variable under study. Moreover, Saunders, Lewis, & Thornhill, (2012) confirms that this kind of study enables the researcher to collect quantitative data which will be easily analyzed using inferential and descriptive statistics. In addition, this design as a blue print guiding collection and analysis of data, and as, Mugenda & Mugenda, (2003) argues, this design also enables the researcher to obtain data with sufficient precision for proper hypothesis testing.

Target population comprised of the 31 staff working in the procurement department at Egerton University. The study employed the use of primary sources of data where the researcher used questionnaires. The questionnaires were issued to the respondents using the drop and pick method where the respondents were given a duration of 5 days to respond to the questions. The questions were closed ended and mainly consisted of the likert scale kind of questions. This ensured that the respondents were restricted to certain desirable responses that the study employed in the analysis. Quantitative data was analyzed through the use of frequency distribution, mean scores and standard deviations.

To test validity, the researcher carried out a pilot test involving procurement professionals in Jomo Kenyatta University of Agriculture and Technology (JKUAT) because of logistical convenience. Adjustments were then made as necessary to ensure that the instrument contained valid content. To measure of internal consistency, Cronbach's alpha formula given below. The general rule of thumb in research according to Orodho, (2003) is that the reliability should bear a coefficient of at least 0.7 to be considered as having adequate internal consistency

The simple linear regression model was suitable for assessing how changes in e-tendering influence the efficiency of supply chain operations within manufacturing firms. To establish the effect of e-informing on procurement performance the regression equation was modelled as:

$Y=\beta 0+\beta 1X+\varepsilon$

Where: Y = Procurement Performance (Dependent Variable)

$\beta 0$ = Intercept (the expected value of Y when e-informing is zero)

$\beta 1$ = Slope coefficient (the rate of change in procurement performance for a unit change in e-informing)

X = E-Informing (Independent Variable)

ε = Error term (captures variability not explained by the model)

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FINDINGS AND DISCUSSIONS

A simple linear regression analysis was used to establish the effect of e-informing on Procurement Performance in Universities in Kenya.

Table 1: Descriptive statistics of e-informing practice

Aspects	N	Minimum	Maximum	Mean	Std. Deviation
E-informing has enhanced wider consultation of references for product/service quality	28	1	5	3.61	1.174
The electronic platform has improved distribution of information to suppliers e.g. pricing, hence improved performance.	28	1	5	3.52	1.411
E-informing has not enabled the University to gather information on supplier's previous clientele	28	1	5	3.45	1.091
E-informing platform has made gathering of information on supplier's experiences significantly improved thanks to e-informing.	28	1	5	3.39	1.202

The researcher's first objective was to establish the effect of e-informing on procurement performance of Egerton University. From table 1 above, the mean for all the items for e-informing were above 3.0 which suggested that respondents are relatively satisfied with e-informing aspect of e-procurement practices. The high mean scores suggests that e-informing enhanced wider consultation of references for product/service quality (M = 3.61), Electronic Platform has improved distribution of information to suppliers (M = 3.52), e-informing has enabled Egerton University to gather information on supplier's previous clientele (M = 3.45) and lastly information gathering has greatly improved thanks to e-informing (M = 3.39).

Table 2: Descriptive statistics of responses on procurement performance

Aspects	N	Minimum	Maximum	Mean	Std. Deviation
Procurement department has reduced the quantity of goods that expire before usage	28	1	5	4.13	.957
Procurement department has in place efficient procurement mechanism	28	2	5	3.94	.929
Once we place an order, the correct goods are delivered by procurement department.	28	1	5	3.90	1.076
Good supply planning practices are being used by the Procurement department.	28	1	5	3.77	1.203
Timely purchase requisition approval is achieved thanks to online requisition.	28	1	5	3.52	1.122

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Procurement department has in place effective training programs aimed at enhancing knowledge and skill for user departments.	28	1	5	3.45	1.312
Information on product pricing level is always available to the general public	28	1	5	3.16	1.098
Ordered goods are delivered right on time by procurement department.	28	1	5	3.16	1.036
There are no delays experienced during procurements	28	1	4	2.48	.851
During processing payments to suppliers, there are no delays.	28	1	5	2.16	1.128

The researcher's objective was to establish the effect of e-informing on the procurement performance of public Universities in Kenya, a focus on Egerton University. The findings on Table 2 indicated that all the aspects of e-informing practice had a mean score of over 3.0 except of experienced delays in procurement and delays in payment processing to suppliers which had a mean of (M=2.48) and (M=2.16) respectively. The highest mean score (M=4.13) suggested that Procurement department had reduced the quantity of goods that expire before usage, followed by efficient procurement mechanism put in place by procurement department at (M=3.94), whereas the correct goods are delivered by procurement department once an order is placed had a mean score of (M=3.90). Good supply planning practices used by the Procurement department had a mean (M=3.77) in addition, Timely purchase requisition approval achieved had a mean score (M=3.52) whereas effective training programs aimed at enhancing knowledge and skill for user departments had a mean (M=3.45). Availability of information on product pricing level to the public and right on time delivery of goods had a mean (M=3.16).

Hypotheses testing

The testing of hypotheses was subjected to statistical analysis as shown below. Firstly, Pearson Correlation analysis was carried out to test Hypothesis. Secondly, simple regression analysis was conducted to test the Hypothesis.

Pearson Correlation analysis was carried out to determine the strength and direction of the relationships between selected e-informing practice and procurement performance as shown in table 3.

Table 3: Results of Pearson's Correlation Analysis showing the relationship between e-informing practice and procurement performance

		E-Informing	Procurement Performance
E-Informing	Pearson Correlation	1	0. 739**
	Sig. (2-tailed)		0.045
	N		28

****Correlation is significant at the 0.05 level (2-tailed).**

H_0: E-informing has no significant effect on procurement performance of Egerton University

The study sought to establish whether e-informing had a significant effect on procurement performance of Egerton University. A Pearson Product Correlation was conducted and results captured in Table 3 above. The results showed that there was a positive and significant correlation between e-informing and procurement performance (r = 0. 739, p = 0.045 < 0.05). This suggests that procurement performance is likely to increase

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when procurement employees used e-informing and vice versa. This is in agreement to a study by (Nyagosia & Nyile, 2025; Oyelami et al., 2020) in their study found that e-informing had a positive relationship with supply chain performance and therefore concluded that the use of internet technology to gather and distribute purchasing information results to improved supply chain performance. Thus, the hypothesis which stated that e-informing had no significant effect on procurement performance of Egerton University was rejected.

Table 4: Results of simple regression analysis establishing the effects of e-informing practice on procurement performance

	Unstandardized Coefficients		Standardized Coefficients	T	Sig.	Collinearity Statistics	
	B	Std. Error	Beta			Tolerance	VIF
(Constant)	15.603	4.121		4.952	.000		
E-Informing	1.134	.453	.691	2.505	.019	.397	2.518

Model Summary

Model	R	R Square	Adjusted R Square	*F* (ANOVA)	Sig.
1	.739[a]	.591	.563	2.632	0.046

a. Predictor: (Constant), E-Informing)

The positive beta coefficient for e-informing suggests that procurement performance is likely to increase as a result of the use of e-informing. This finding is consistent to the studies (Luga et al., 2023; Ngugi & Ndeto, 2024), which found a positive correlation between e-procurement practices and procurement performance. This finding was inconsistent with various studies which found negative correlations between e-procurement and procurement performance, Waithaka and Kimani, (2021) found out that e-sourcing had a significant negative beta coefficient on supply chain performance.

The predictive model for the effect of e-informing on Procurement Performance of Egerton University takes the form of:

Y = 15.61 + 1.134 X

This equation implied that all factors held constant, procurement performance of Egerton University was at a constant predictor of 15.61 and a unit increase in e-informing, would lead to 1.134 of procurement performance of Egerton University respectively.

SUMMARY, CONCLUSIONS AND RECOMMENDATION

The objective of this study was to establish the effect of e-informing on procurement performance of public Universities in Kenya, Egerton University. The findings revealed a significant positive correlation between e-informing and procurement performance which implied that e-informing, had a positively contribution to the procurement performance of Egerton University. Thus hypothesis H_0 was rejected.

Conclusion

The findings of this study concluded that e-informing had a positive and significant correlation with procurement performance of Egerton University. This implied that the use of e-informing enhanced wider consultation of references for product or service quality, improves distribution of information to suppliers e.g., pricing, and is a perfect platform for gathering information on supplier's experiences thereby increasing procurement

performance, though it did not enable the Egerton University to gather information on supplier's previous clientele.

Recommendation of the Study

Correlation analysis indicated that e-informing had a positive and significant correlations with procurement performance, it is recommended that e-informing be enhanced to incorporate all aspects of the practice since descriptive statistics indicated that e-informing did not enable the Egerton University to gather information on supplier's previous clientele, which is a crucial aspect in award decisions and therefore this needs to be enhanced to optimize the benefits of e-informing on procurement performance of Egerton University.

Suggestion for Further Research

The study focused on four selected e-procurement practices, e-informing, e-sourcing, e-tendering and e-ordering. The findings indicated that e-informing practice accounted for 59.1% of the procurement performance of Egerton University implying that 40.9% of the procurement performance was explained by factors not in this study. Future research can interrogate other factors not in this study including the ICT infrastructure and support service and other e-procurement practices such as e-contracting and e-payment to ascertain their effect on procurement performance of organizations.

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