

# PROCUREMENT

“the acquisition of goods, services or works from an external source” IS IT CHANGING?

Procurement *redefined* by technology

# Numbers **to** know

Cloud-based delivery models such as Software as a Service (SaaS) and Cloud Computing has sent shockwaves throughout the IT industry the last couple of years.

With professional analysts estimating a compound annual growth rate of around **20% up until 2014**, resulting in a market worth **\$148.8 Billion**.

# Logos to think



**Australian Government**

**Department of Finance and Deregulation**

Australian Government Information Management Office



 HM Government | G-Cloud

**EGA**  
e-Government Agency

# Logos to think



ORACLE®



NETbay®



amazon.com®



**Microsoft**®



# Benefits

Essentially the same as they are for any organization, large or small, public or private:



Flexibility



Opportunity  
to share risk  
with  
suppliers



Transfer of  
CAPEX to OPEX



Agility and  
Collaboration

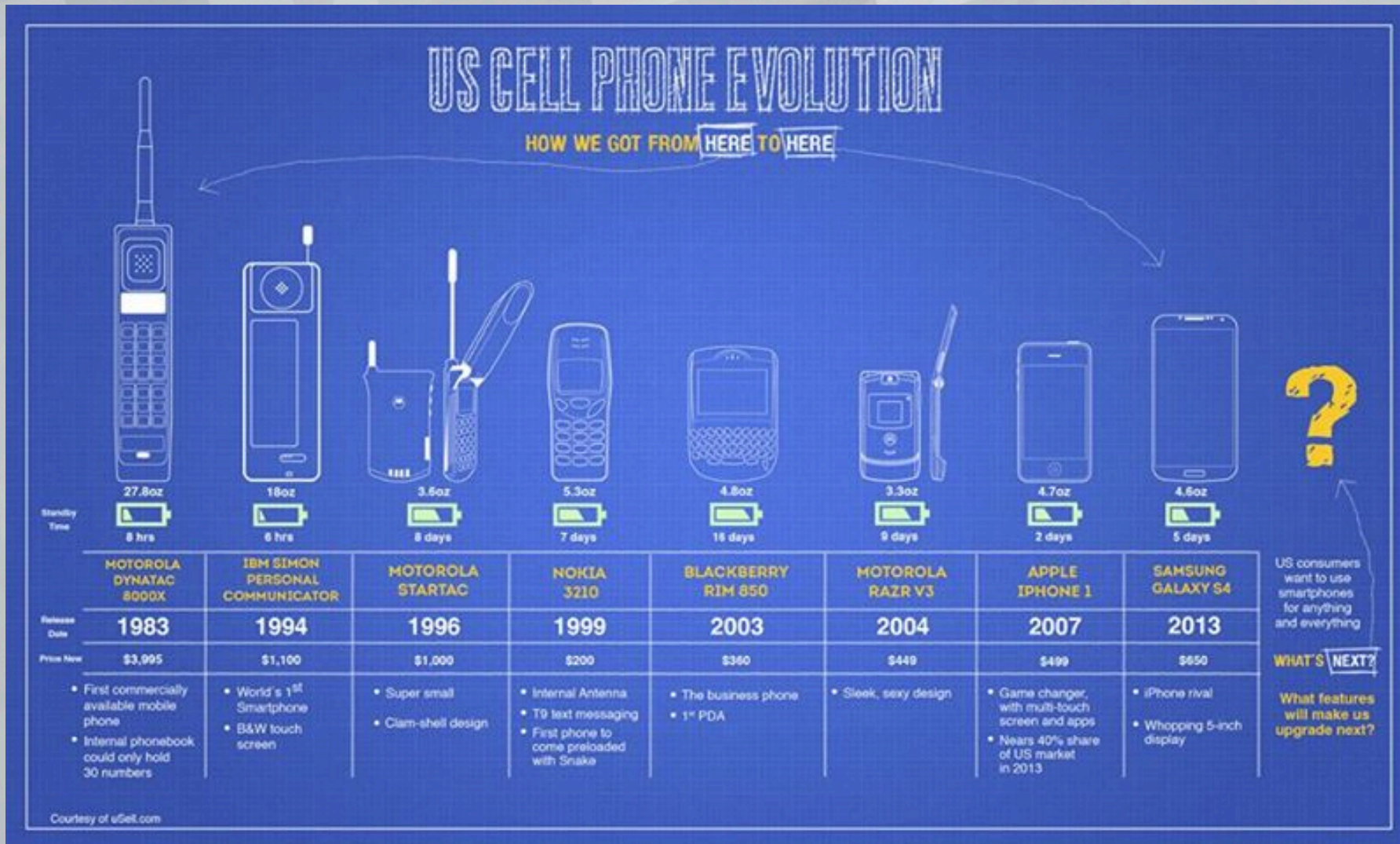
# Rethinking Procurement

Changes in technology require a change in perception of procurement from a project based to service based

Thailand is changing, technology is growing

1. No need to wait for the budget. Just pay per use or on per transaction.
2. No need to issue the Term of Reference (TOR) & auction to select the vendor.
3. No time needed from budget to implementation
4. Easy to scalable.
5. Shortage of skill in information, and communication technology sector
6. Technology change very fast.

# Changing of Technology



# Frustrations & what we CAN DO

Many public sector organizations see the benefits of cloud-based services, but are frustrated by:

- “Opaque” procurement processes or lack of appropriate processes for procuring cloud “on-demand”
- Poor information about the actual cost of cloud services and how they compare both with internal IT costs and different suppliers’ costs
- Misgivings about the security and compliance status of some cloud offerings both as part of the government cloud and “outside” the government cloud



# What we CAN DO



Learn from people who have done it before

**When in doubt, copy, and innovate**



Look inward, and find.



The background of the image is a light blue-grey color with a subtle, textured pattern of crumpled paper. The paper is folded and creased in various directions, creating a sense of depth and movement. The overall tone is soft and muted.

Thank you