

## ANALYSIS OF THE FOREIGN EXPERIENCE OF INFORMATION COOPERATION OF ORGANIZATIONS IN THE IMPLEMENTATION OF PROCUREMENT ACTIVITIES

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### Abstract

This article delves into the foreign experience concerning information cooperation among organizations in procurement activities. Through a meticulous examination of existing literature and methodologies, it explores various approaches, results, and implications. By synthesizing findings, it offers insights into enhancing information exchange strategies in procurement, facilitating efficient and transparent processes globally.

**Keywords:** Information cooperation, procurement activities, foreign experience, organizations, analysis, strategies.

### Introduction

Efficient procurement processes are pivotal for organizations worldwide, ensuring timely acquisition of goods and services while optimizing resources. In recent years, information cooperation has emerged as a critical aspect of procurement, enabling seamless collaboration among stakeholders. While domestic practices provide valuable insights, examining foreign experiences offers a broader perspective, enriched with diverse strategies and outcomes. This article embarks on a comprehensive exploration of foreign practices in information cooperation within procurement activities, aiming to extract valuable lessons applicable across borders.

The literature on information cooperation in procurement activities spans various disciplines, including economics, management, and public policy. Foreign studies offer a plethora of perspectives, highlighting the significance of information sharing mechanisms, such as electronic procurement platforms, collaborative networks, and standardized protocols. Research from countries like the United States, European Union member states, and emerging economies elucidates the role of regulatory frameworks, technological advancements, and cultural factors in shaping information exchange practices. Comparative analyses shed light on the strengths and weaknesses of different approaches, informing the development of effective strategies.

This study employs a qualitative research approach, synthesizing data from peer-reviewed articles, government reports, and industry publications. A systematic literature review is conducted to identify relevant studies exploring information cooperation in procurement

activities across diverse contexts. The selected literature is analyzed thematically, focusing on key themes such as regulatory environments, technological infrastructure, stakeholder collaboration, and performance outcomes. By synthesizing findings from multiple sources, this methodological approach ensures a comprehensive understanding of foreign experiences.

Analyzing the foreign experience of information cooperation among organizations in implementing procurement activities involves studying how entities collaborate, share data, and leverage technology to streamline procurement processes. Here are some key aspects to consider:

- **Inter-organizational Communication:** Evaluate how organizations communicate and exchange information during procurement activities. This could involve examining communication channels, frequency of interactions, and platforms used for collaboration.
- **Technology Adoption:** Investigate the role of technology in facilitating information cooperation. This includes the use of procurement software, electronic platforms, and digital tools for sharing data and coordinating activities among organizations.

Technology plays a crucial role in facilitating information cooperation among organizations through various means such as procurement software, electronic platforms, and digital tools. Here's how each of these technologies contributes:

**Procurement Software:** Procurement software streamlines the purchasing process by automating tasks such as supplier management, purchase order creation, invoice processing, and contract management. By centralizing procurement activities, organizations can easily share information on suppliers, pricing, and contracts. This sharing of data enhances collaboration among different departments within an organization and also facilitates communication with external partners. Additionally, procurement software often includes analytics capabilities, allowing organizations to gain insights into their spending patterns and supplier performance, which can further inform decision-making and foster cooperation.

**Electronic Platforms:** Electronic platforms, such as project management software, collaboration tools, and customer relationship management (CRM) systems, enable organizations to share data and coordinate activities in real-time. These platforms provide a centralized space for storing and accessing information, facilitating communication and collaboration among team members regardless of their geographical location. Features like document sharing, task assignment, and messaging streamline workflows and ensure that everyone involved in a project or process has access to the same up-to-date information. Electronic platforms also support transparency and accountability by tracking changes and updates, which helps prevent misunderstandings and conflicts.

**Digital Tools for Sharing Data:** Digital tools for sharing data encompass a wide range of technologies, including cloud storage solutions, data visualization software, and application programming interfaces (APIs). Cloud storage allows organizations to store and access large volumes of data securely over the internet, enabling seamless sharing and collaboration among users. Data visualization software transforms raw data into visually engaging charts,

graphs, and dashboards, making it easier for stakeholders to understand and interpret complex information. APIs facilitate the integration of different systems and applications, enabling data exchange and interoperability between disparate platforms. By leveraging these digital tools, organizations can break down data silos and promote information sharing and cooperation across departments and partner organizations.

In summary, technology plays a pivotal role in facilitating information cooperation by providing tools and platforms that streamline processes, enable real-time communication and collaboration, and support the sharing of data and insights among organizations. By leveraging procurement software, electronic platforms, and digital tools, organizations can enhance efficiency, transparency, and coordination, ultimately driving better decision-making and outcomes.

- **Data Sharing Practices:** Analyze the extent to which organizations share procurement-related data with each other. This involves understanding data privacy regulations, security measures, and protocols for sharing sensitive information while ensuring transparency and accountability.
- **Collaborative Procurement Models:** Explore collaborative procurement models adopted by organizations, such as joint purchasing agreements, consortium purchasing, or strategic partnerships. Assess the effectiveness of these models in optimizing procurement processes and achieving cost savings.
- **Best Practices and Lessons Learned:** Identify best practices gleaned from foreign experiences of information cooperation in procurement. Examine case studies, success stories, and lessons learned from organizations that have effectively collaborated to enhance their procurement activities.
- **Government Initiatives and Policies:** Consider the role of government initiatives and policies in promoting information cooperation among organizations in procurement. Evaluate regulatory frameworks, public-private partnerships, and government-sponsored platforms aimed at fostering collaboration and efficiency in procurement processes.

Government initiatives and policies play a crucial role in promoting information cooperation among organizations in procurement. These efforts are aimed at enhancing transparency, efficiency, and fairness in procurement processes. Let's evaluate the various mechanisms employed:

**Regulatory Frameworks:** Governments often establish regulatory frameworks to govern procurement practices. These frameworks define the rules and procedures that organizations must follow when procuring goods and services. By setting standards for transparency, competition, and accountability, regulatory frameworks encourage information sharing among organizations. For instance, regulations mandating the disclosure of procurement-related information ensure that relevant stakeholders have access to critical data, fostering cooperation and trust.

**Public-Private Partnerships (PPPs):** Collaborations between government agencies and private sector entities can facilitate information cooperation in procurement. PPPs leverage

the strengths of both sectors to achieve common goals, such as improving procurement efficiency and effectiveness. In these partnerships, the government provides regulatory oversight and funding, while private companies contribute expertise, innovation, and resources. Through joint initiatives, such as shared databases or standardized procurement platforms, PPPs promote information exchange and coordination among participating organizations.

**Government-Sponsored Platforms:** Governments may establish dedicated platforms or portals to streamline procurement processes and facilitate information sharing. These platforms serve as centralized hubs where organizations can access procurement-related information, submit bids, and collaborate with other stakeholders. By providing a common infrastructure for communication and data exchange, government-sponsored platforms enhance transparency, reduce administrative burdens, and promote collaboration among buyers and suppliers. Additionally, these platforms may incorporate features such as e-procurement tools, supplier directories, and performance monitoring systems to further support information cooperation.

Overall, government initiatives and policies, including regulatory frameworks, public-private partnerships, and dedicated platforms, play a vital role in promoting information cooperation among organizations in procurement. By fostering transparency, collaboration, and efficiency, these mechanisms contribute to better outcomes for both public sector entities and private sector suppliers.

- **Performance Metrics and Evaluation:** Assess how organizations measure the success of their information cooperation efforts in procurement. Look at key performance indicators (KPIs), benchmarks, and metrics used to evaluate the effectiveness of collaborative initiatives and inform continuous improvement efforts.

Assessing the success of information cooperation efforts in procurement involves a comprehensive evaluation of various performance metrics and indicators. Here are some key areas and associated KPIs often used to evaluate the effectiveness of collaborative initiatives in procurement:

**Cost Savings/Reductions:**

- Percentage reduction in procurement costs compared to previous periods or benchmarks.
- Cost avoidance achieved through improved supplier negotiations or strategic sourcing.
- Savings realized through efficient utilization of procurement resources and technologies.

**Supplier Performance:**

- On-time delivery performance of suppliers.
- Quality of products or services received from suppliers.
- Number of supplier disputes or escalations, indicating potential issues in supplier relationships.

**Cycle Time Reduction:**

- Reduction in the time taken to complete procurement processes, from requisition to delivery.
- Time saved in supplier selection, contract negotiation, and order processing.

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**Inventory Management:**

- Inventory turnover rate, indicating the efficiency of inventory management.
- Reduction in excess or obsolete inventory levels.
- Improved accuracy in demand forecasting leading to better inventory planning.

**Process Efficiency:**

- Percentage decrease in process errors or rework instances.
- Streamlining of procurement workflows and documentation processes.
- Increased automation of routine procurement tasks, leading to time and resource savings.

By monitoring these KPIs and benchmarks, organizations can assess the effectiveness of their information cooperation efforts in procurement and identify areas for continuous improvement. Regular review of performance metrics enables organizations to optimize their procurement processes, enhance collaboration with stakeholders, and drive value across the supply chain.

- **Cultural and Organizational Factors:** Take into account cultural and organizational factors that influence information cooperation in procurement. This includes organizational culture, leadership commitment, trust among stakeholders, and willingness to share resources and information for mutual benefit.

By analyzing these aspects of foreign experiences in information cooperation for procurement activities, organizations can gain insights into effective strategies, challenges to overcome, and opportunities for enhancing collaboration and efficiency in their own procurement processes.

Analyzing the foreign experience of information cooperation among organizations in the implementation of procurement activities involves examining successful instances from around the world. Here are five advanced examples:

**United States: Federal Procurement Data System (FPDS):**

- The FPDS is a centralized system that collects, organizes, and disseminates data on federal procurement activities in the United States. It provides transparency into government spending, enabling stakeholders to analyze trends, identify opportunities, and monitor compliance.
- The system facilitates information cooperation by allowing government agencies to share procurement data, collaborate on strategic sourcing initiatives, and coordinate procurement efforts. This collaboration enhances efficiency, reduces duplication, and promotes best practices across agencies.

**European Union: TED (Tenders Electronic Daily):**

- TED is the online portal for public procurement notices within the European Union. It centralizes information on procurement opportunities, contract awards, and related documents from EU institutions, national governments, and other public entities.
- Through TED, organizations across EU member states can access a comprehensive database of procurement information, enabling them to identify business opportunities,



participate in cross-border tenders, and comply with EU procurement regulations. TED promotes transparency, competition, and fair access to public contracts across the EU.

South Korea: Korea ON-Line E-Procurement System (KONEPS):

- KONEPS is South Korea's integrated e-procurement platform, which streamlines the entire procurement process from requisition to payment. It serves as a centralized marketplace for government procurement and connects buyers with suppliers.

- The system promotes information cooperation by providing a common platform for government agencies, suppliers, and service providers to interact, share data, and collaborate on procurement activities. KONEPS enhances transparency, reduces transaction costs, and improves efficiency in public procurement.

United Kingdom: Contracts Finder:

- Contracts Finder is the UK government's online portal for public sector procurement opportunities. It consolidates information on contracts, tenders, and procurement notices from various government departments, local authorities, and public bodies.

- By centralizing procurement information, Contracts Finder facilitates information cooperation among government entities, suppliers, and contractors. It promotes transparency, competitiveness, and accessibility in public procurement, enabling businesses of all sizes to participate in government contracts.

Singapore: GeBIZ (Government e-Business):

- GeBIZ is Singapore's e-procurement portal for government procurement. It digitizes and automates the procurement process, from sourcing suppliers to awarding contracts and managing payments.

- Through GeBIZ, government agencies, suppliers, and contractors collaborate in a digital environment, exchanging information, submitting bids, and executing contracts electronically. The platform enhances efficiency, transparency, and accountability in government procurement, driving cost savings and improving service delivery.

In summary, these advanced examples demonstrate how countries have leveraged information cooperation and digital platforms to enhance transparency, efficiency, and competitiveness in public procurement processes. By centralizing procurement data, facilitating collaboration among stakeholders, and promoting digitalization, these systems contribute to better governance, increased market access, and improved outcomes for both buyers and suppliers.

The analysis of foreign experiences highlights several key insights for organizations seeking to enhance information cooperation in procurement activities. Firstly, the role of technology cannot be overstated, with electronic platforms serving as catalysts for efficiency and transparency. However, the successful implementation of such platforms requires robust regulatory frameworks and stakeholder engagement strategies. Cultural factors also play a significant role, influencing trust levels and collaboration dynamics. Moreover, the scalability and adaptability of information cooperation mechanisms must be considered, particularly in the context of globalization and digitalization trends.

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### **Conclusions and Suggestions:**

In conclusion, foreign experiences provide valuable lessons for organizations seeking to improve information cooperation in procurement activities. By leveraging insights from diverse contexts, stakeholders can develop tailored strategies that address specific challenges while capitalizing on emerging opportunities. Embracing technological innovations, fostering collaboration among stakeholders, and ensuring regulatory clarity are paramount for success in today's interconnected procurement landscape. Moving forward, further research is warranted to explore emerging trends and their implications for information cooperation in procurement on a global scale.

This article underscores the importance of learning from foreign experiences and adapting best practices to foster efficiency, transparency, and collaboration in procurement activities worldwide.

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