

**Tony Evans, Business Development Manager  
Optus eBusiness**

**Phil Quayle, Manager, Supplier Management  
University of New South Wales**

## **Key to eProcurement - the Electronic Market Place**

### *Biographies*

Tony Evans is the Business Development Manager for Optus eBusiness products. Tony has extensive experience of the business and technology of electronic commerce and eProcurement in both Australia and New Zealand, having led the early e-procurement solutions development at Telecom New Zealand and the development of a purchasing card solution that evolved to be mypcard.com.

Phil has worked in procurement at UNSW for the last 10 years as Manager, Supplier Management and is responsible for policies and systems relating to purchasing, accounts payable, purchasing cards, travel and eProcurement. In January this year Phil was instrumental in the implementation of the eProcurement system which provides internal buyers with an efficient, user friendly purchasing process with savings to staff time and a reduction in the overall cost of purchases.

### *Précis*

The key to an eProcurement system is an efficient and reliable electronic market place. UNSW implemented its eProcurement solution in January 2004 using the PeopleSoft eProcurement software linked to the Optus market place.

There are currently 15 suppliers to UNSW trading through the eProcurement system and another 25 suppliers are at different stages of negotiation with Optus. Some of these suppliers are providing electronic product catalogues of their full product range, some are providing a catalogue of only popular items and others are providing the ability for buyers to access their web based catalogues via "Roundtrip" through eProcurement.

Following suppliers attending a Supplier Summit at UNSW for an introduction to the eProcurement process, they are referred to Optus to become registered suppliers where Optus fully outlines the market place functionality. They work with the suppliers to develop a standard product catalogue and/or develop "Roundtrip" capability prior to connecting them to the market place. Once connected, these suppliers are able to trade with any other buying organisation that wishes to trade with them using eProcurement.