



e-Procurement Solution for Government of Karnataka

A Case Study

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Customer Overview

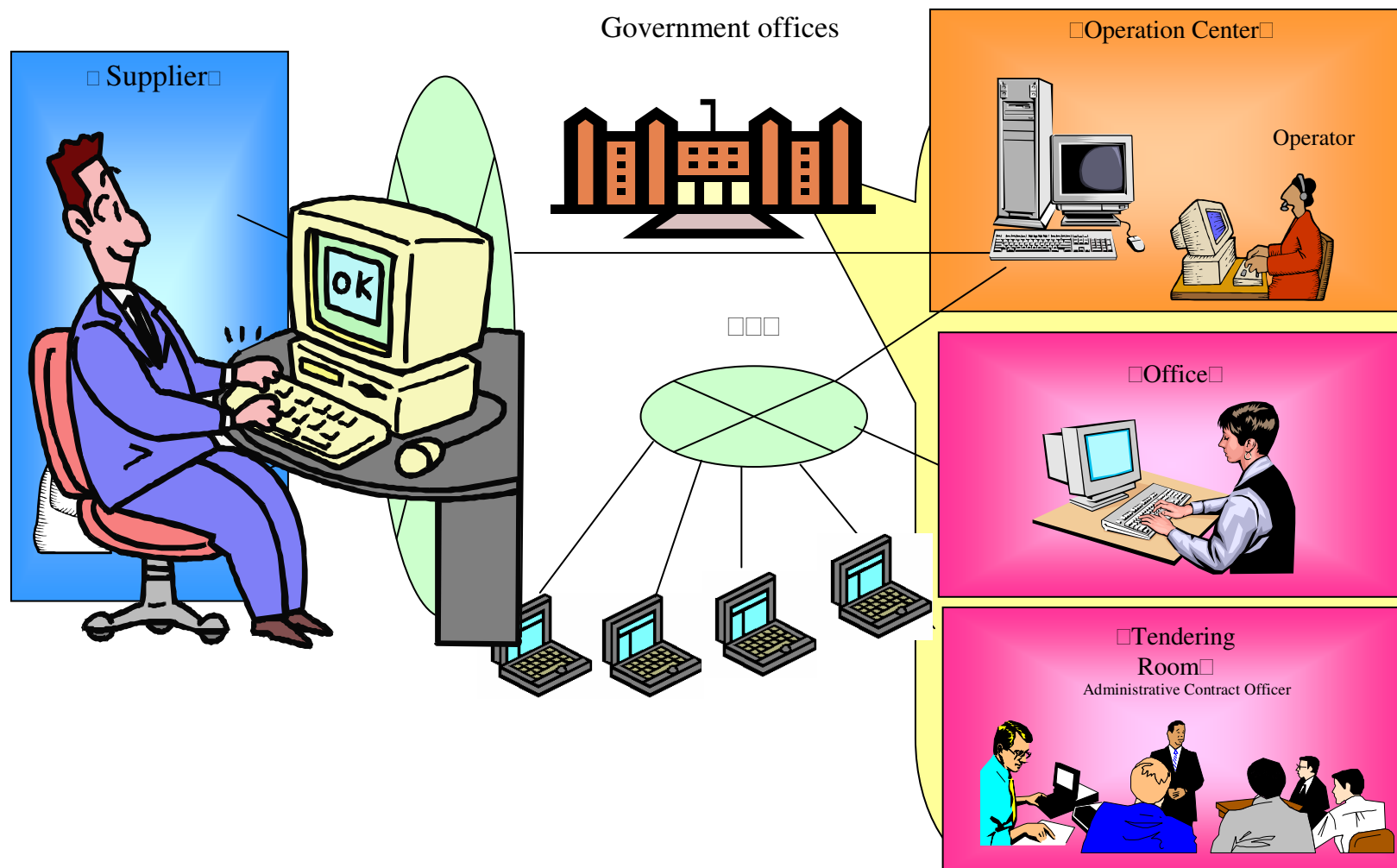
- **Customer Background/Profile:**

Government of Karnataka (GoK) is a leading state in India. GoK is the seventh rank in per capita income among major states in India. It contributes to 5% of the country's population and 5.5% of national GDP.

- **Customers objective:**

Government of Karnataka has decided to adopt eProcurement in a phased manner. GoK aims to implement a single, unitary end-to-end eProcurement solution in the State. The Business model is a Public-Private-Partnership (PPP). The project is for a duration of 66 months

Overall Architecture



Technical components

- N-tiered architecture
- Designed to Scale horizontally
- Highly available solution to meet 99% uptime
- LDAP server for user/supplier directory information
- Use of Digital Certificates – SafeCrypt to provide Digital certificate and Sub CA facilities
- Suppliers to access via the internet and Government employees to access via the Extranet

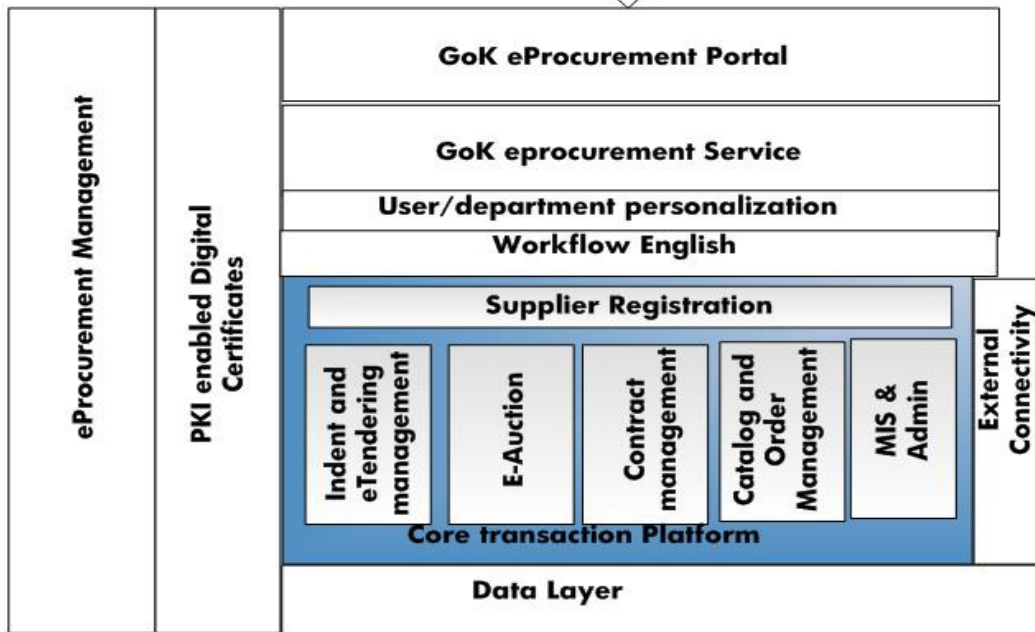
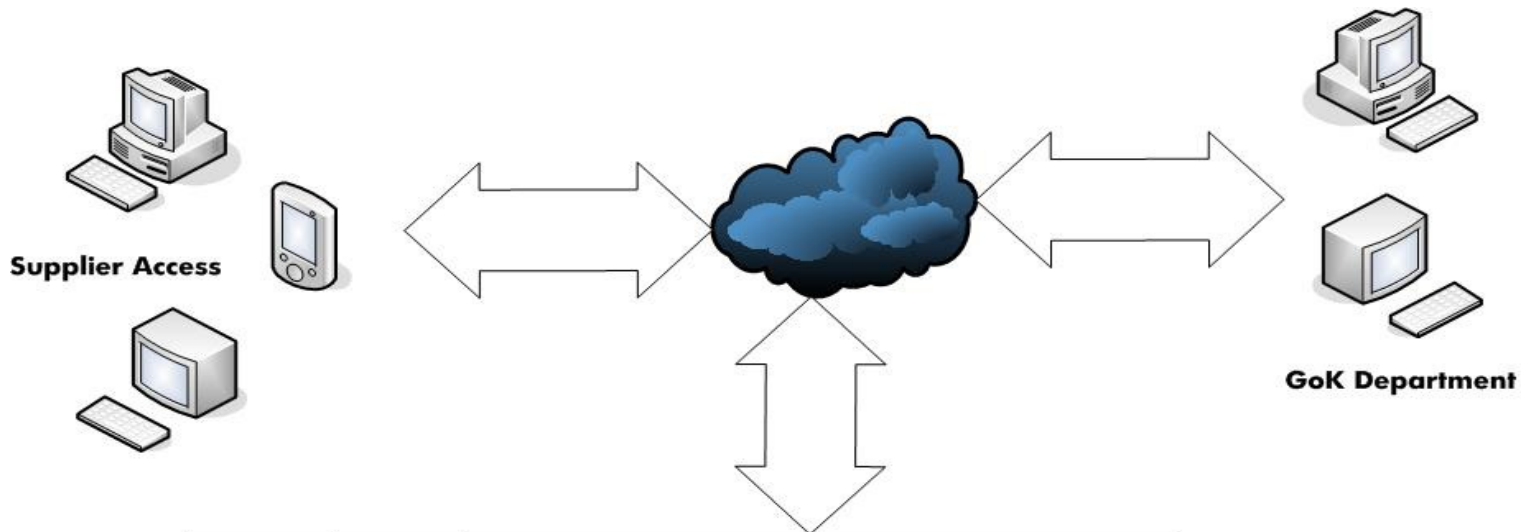
Department criteria for e-Procurement



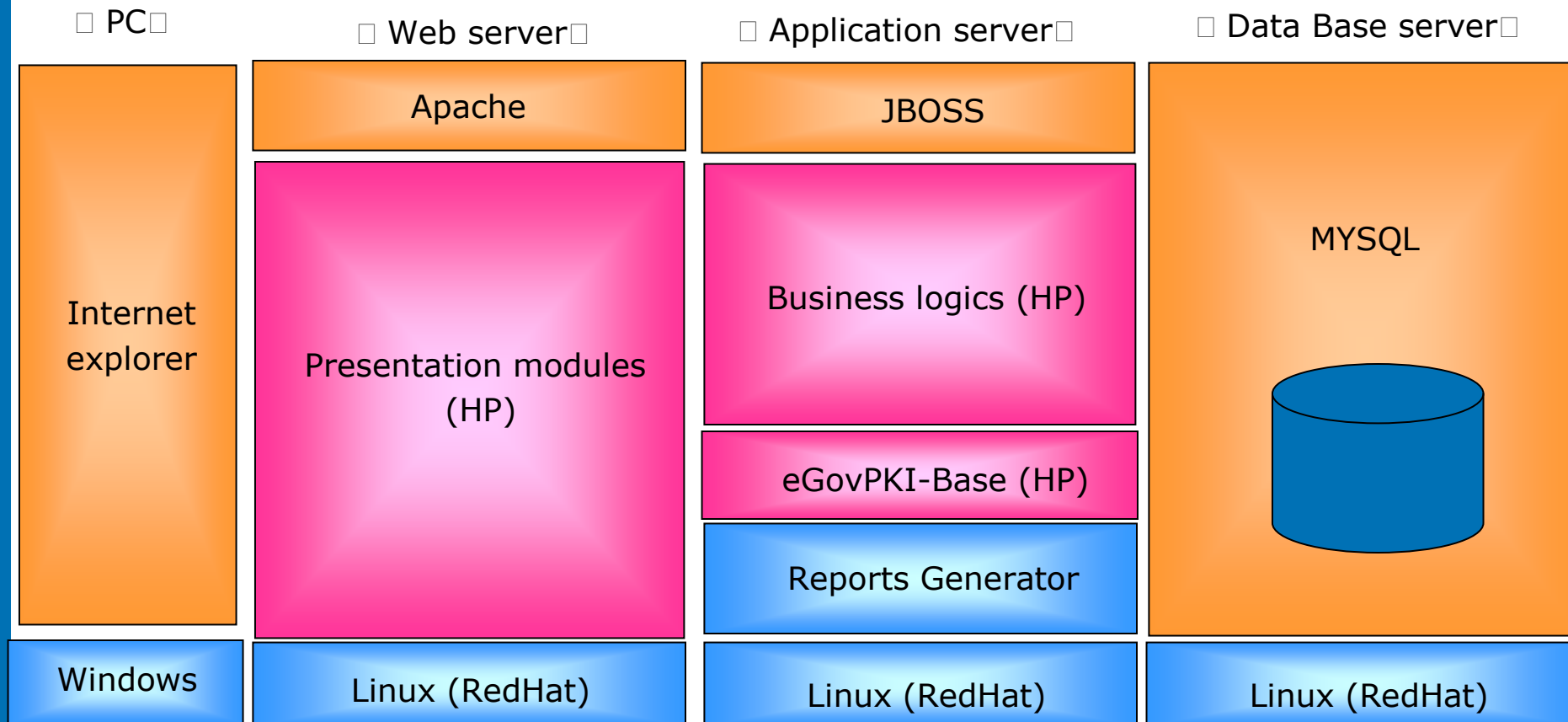
Based on the following criteria certain rules were prepared to plan the roll-out:

- Procurement value and volumes
- IT and network readiness
- Compactness of Department
- Centralization/decentralization of procurement
- e-Tendering experience
- capability to deploy all the modules during the pilot phase itself

e-Procurement Functional Architecture

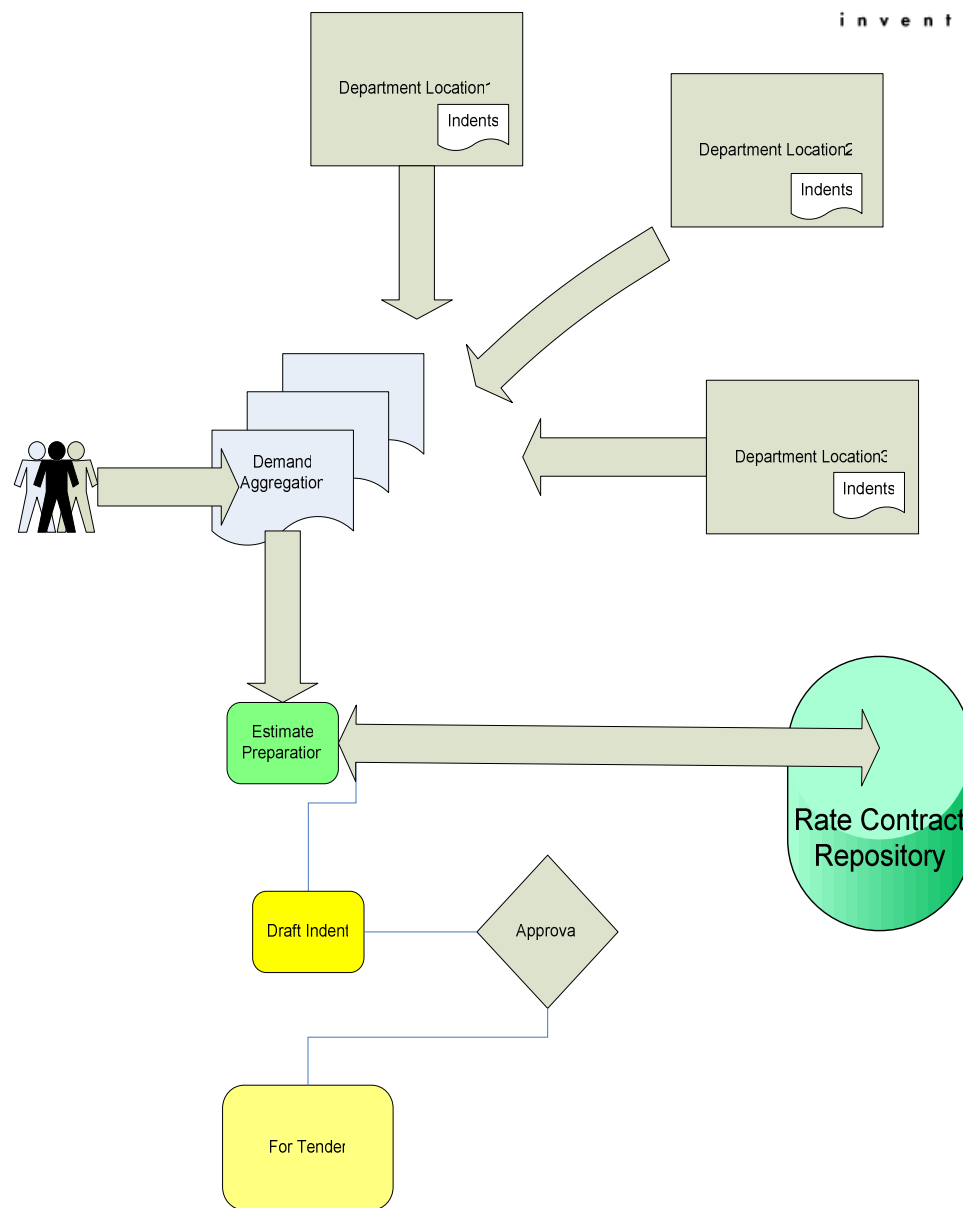
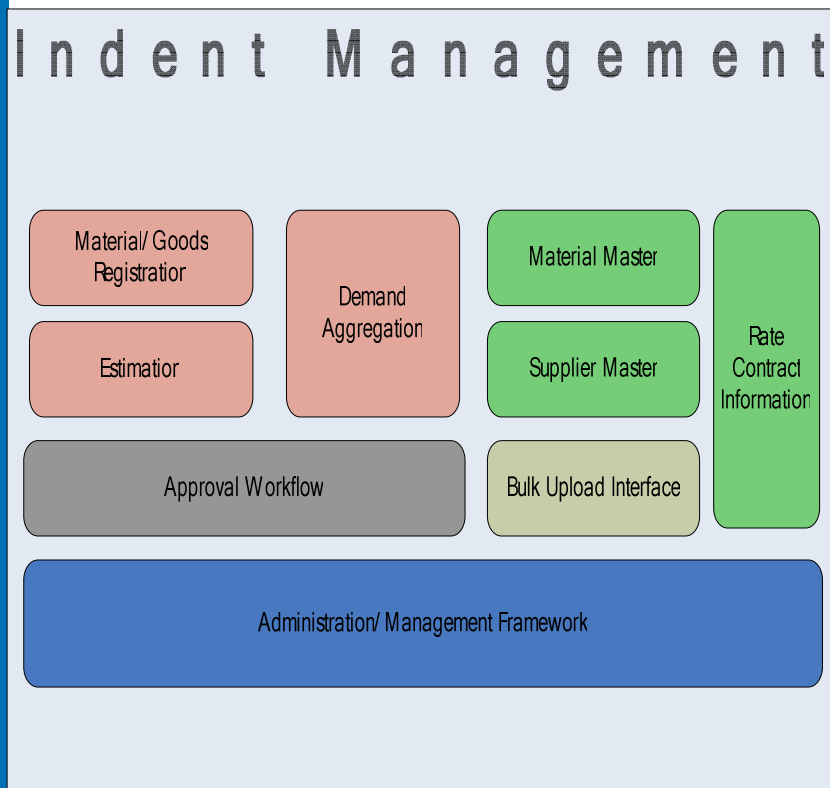


Solution Building Blocks

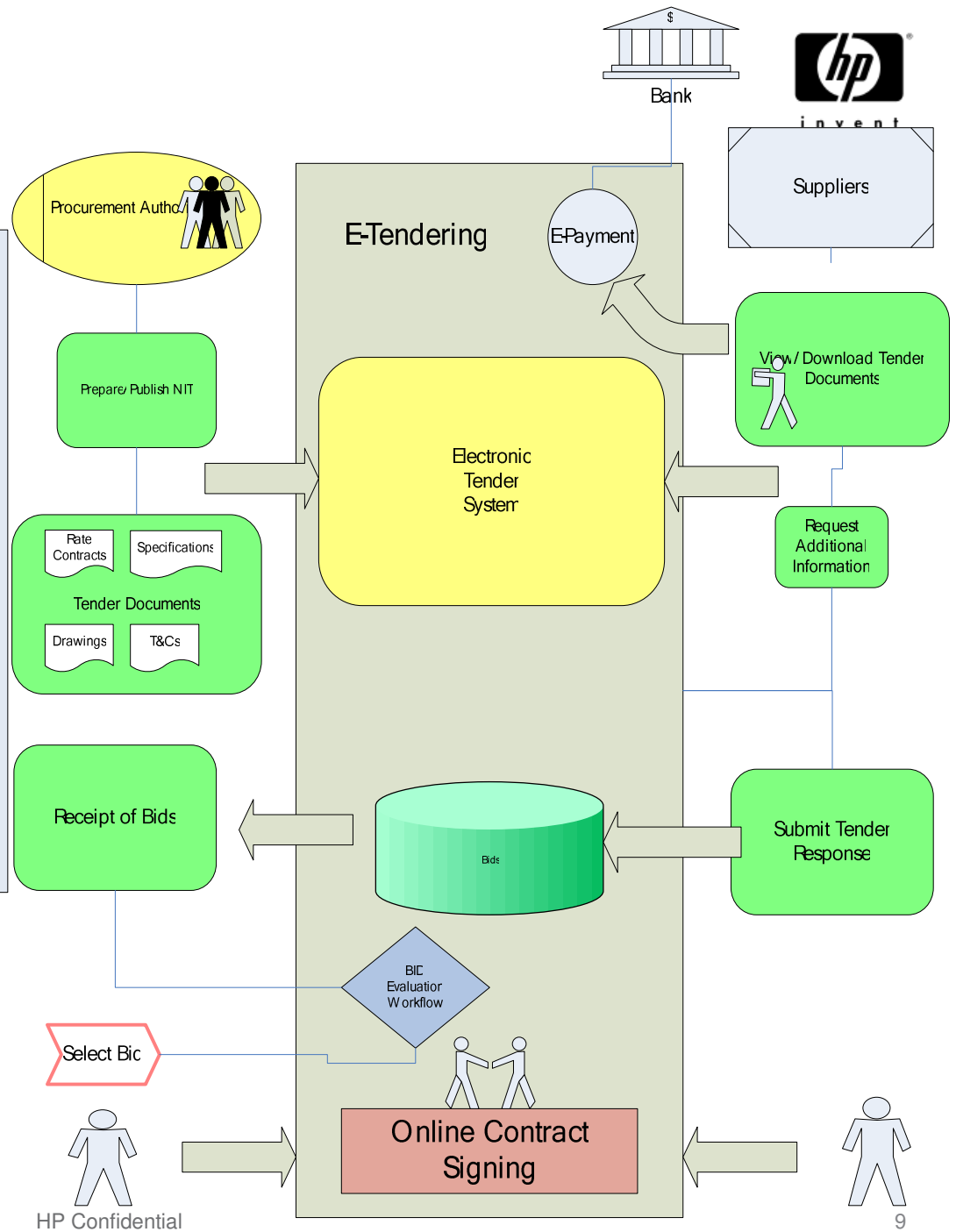
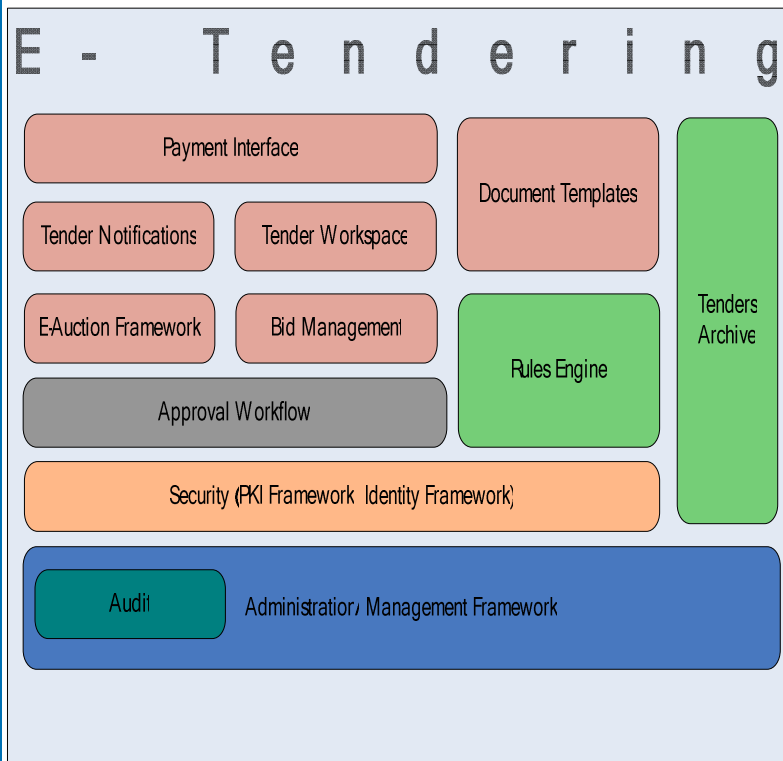


eGovPKI-Base : a package software to control PKI

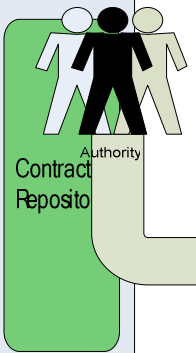
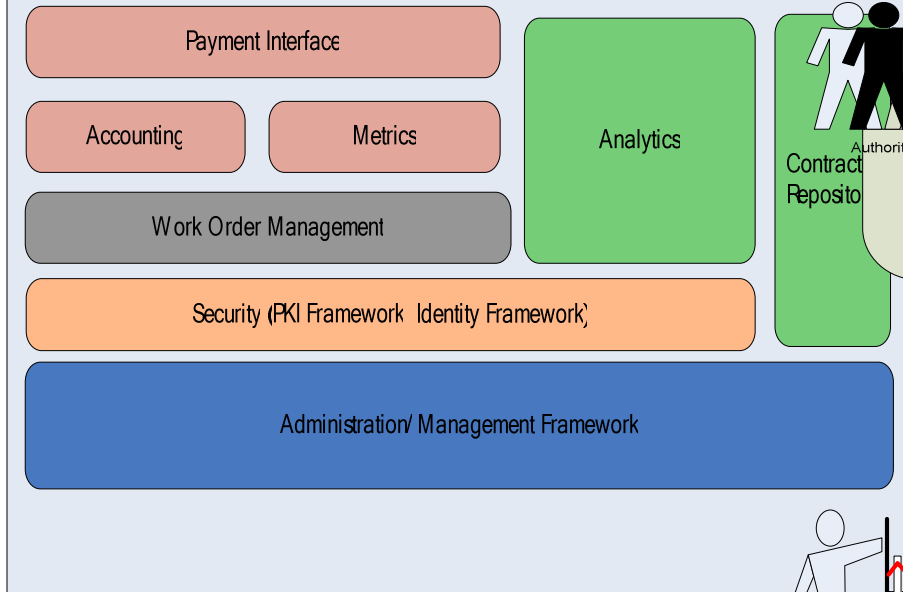
Indent Management



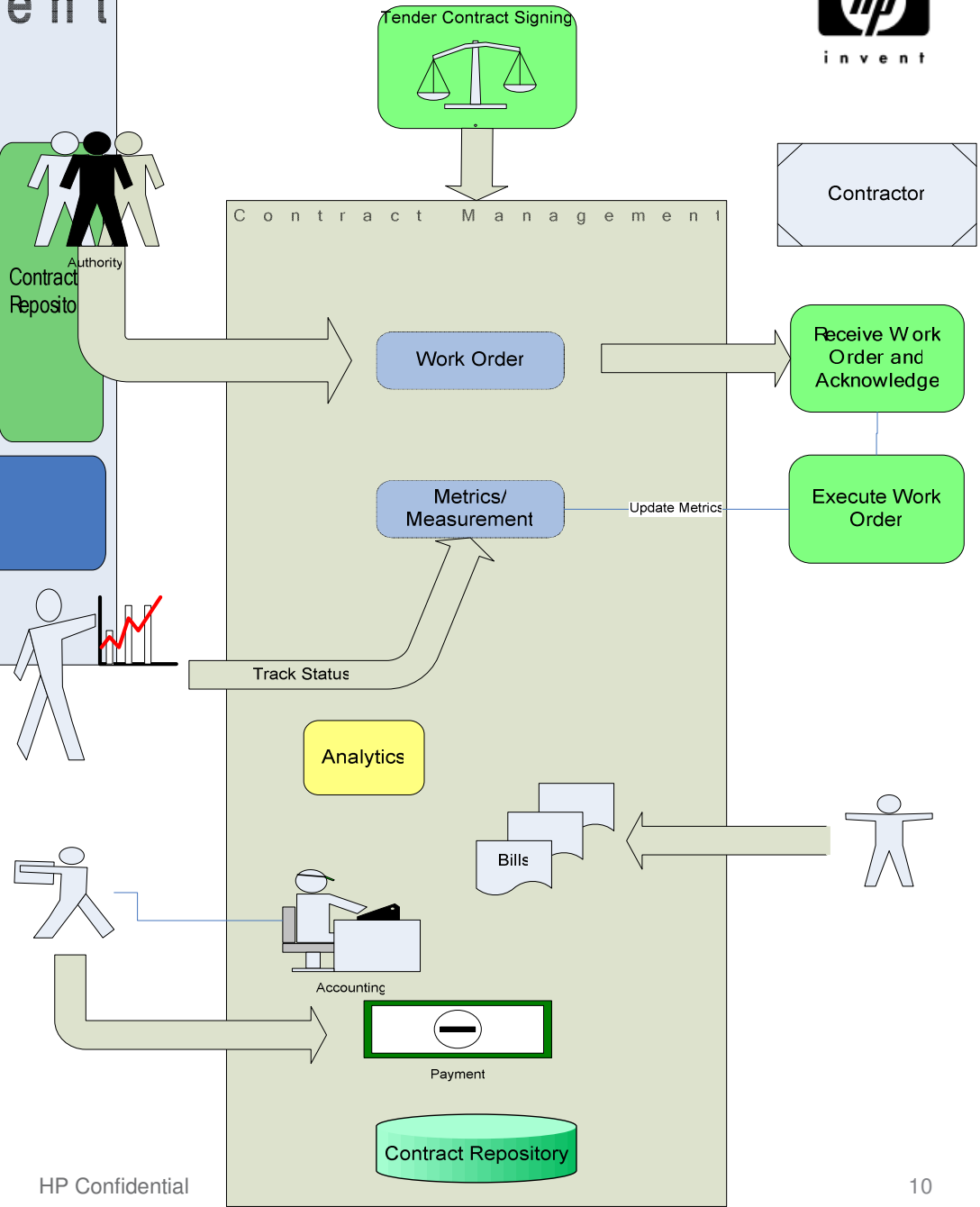
e-Tendering



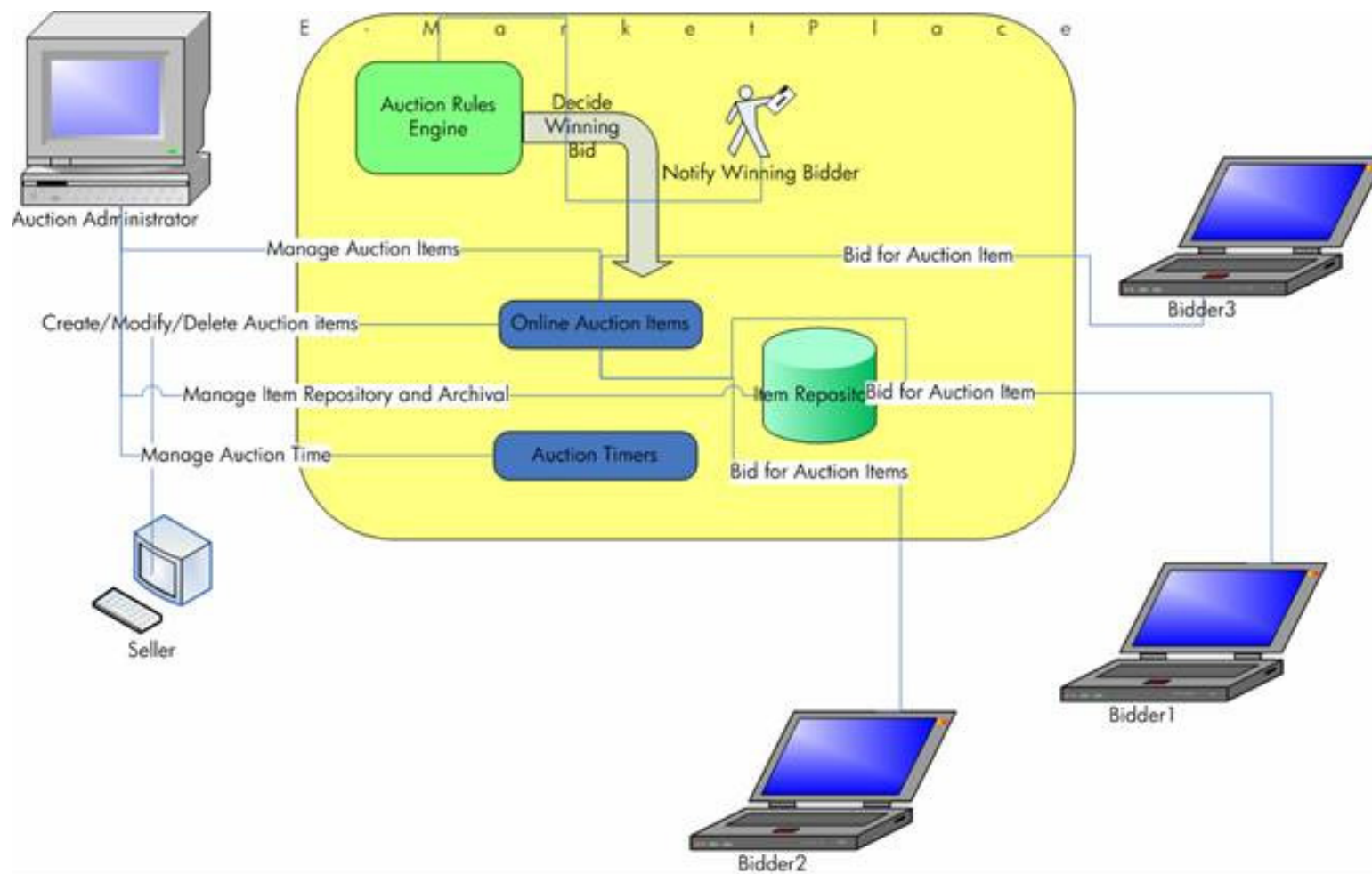
Contract Management



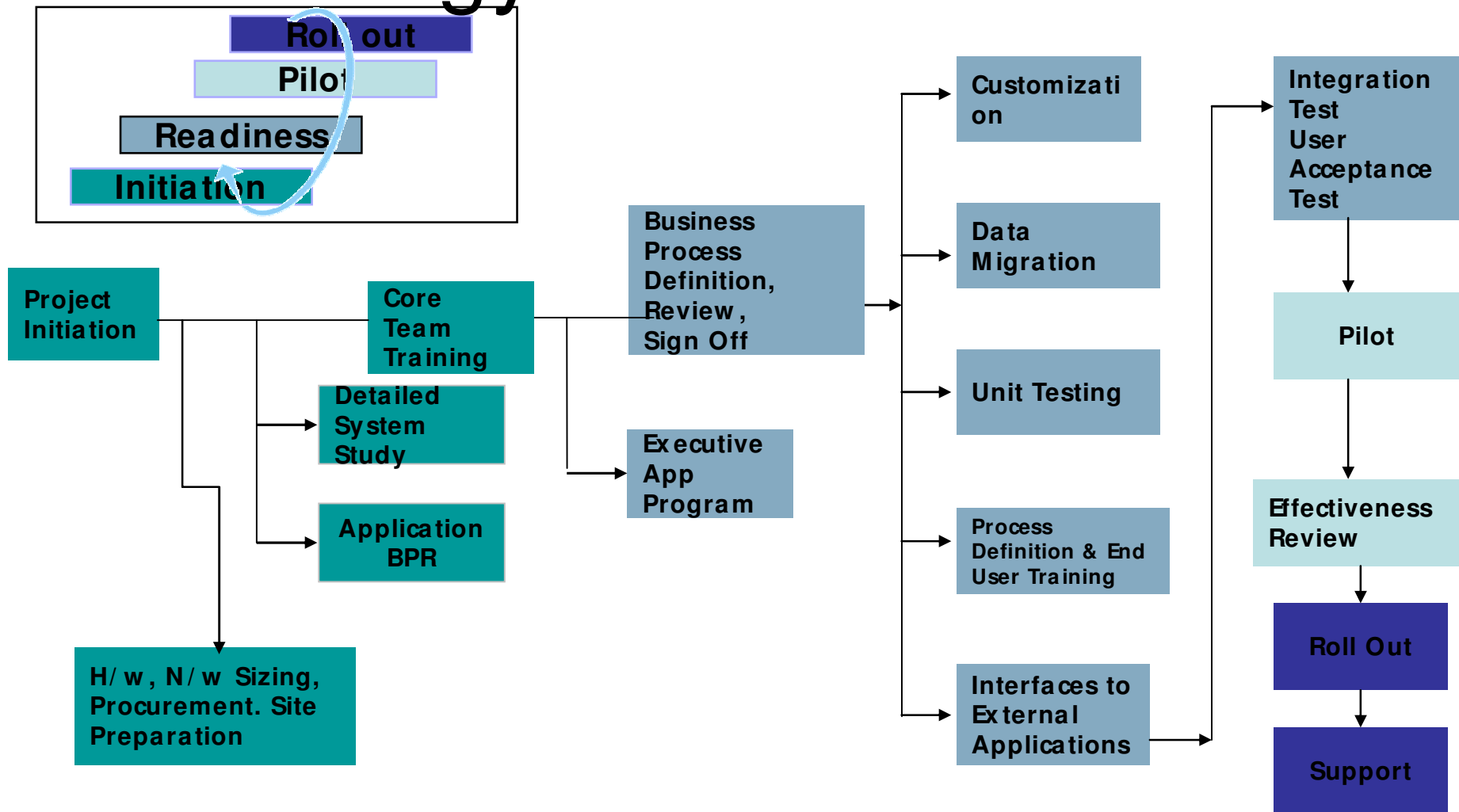
Contract Management



e-Auction



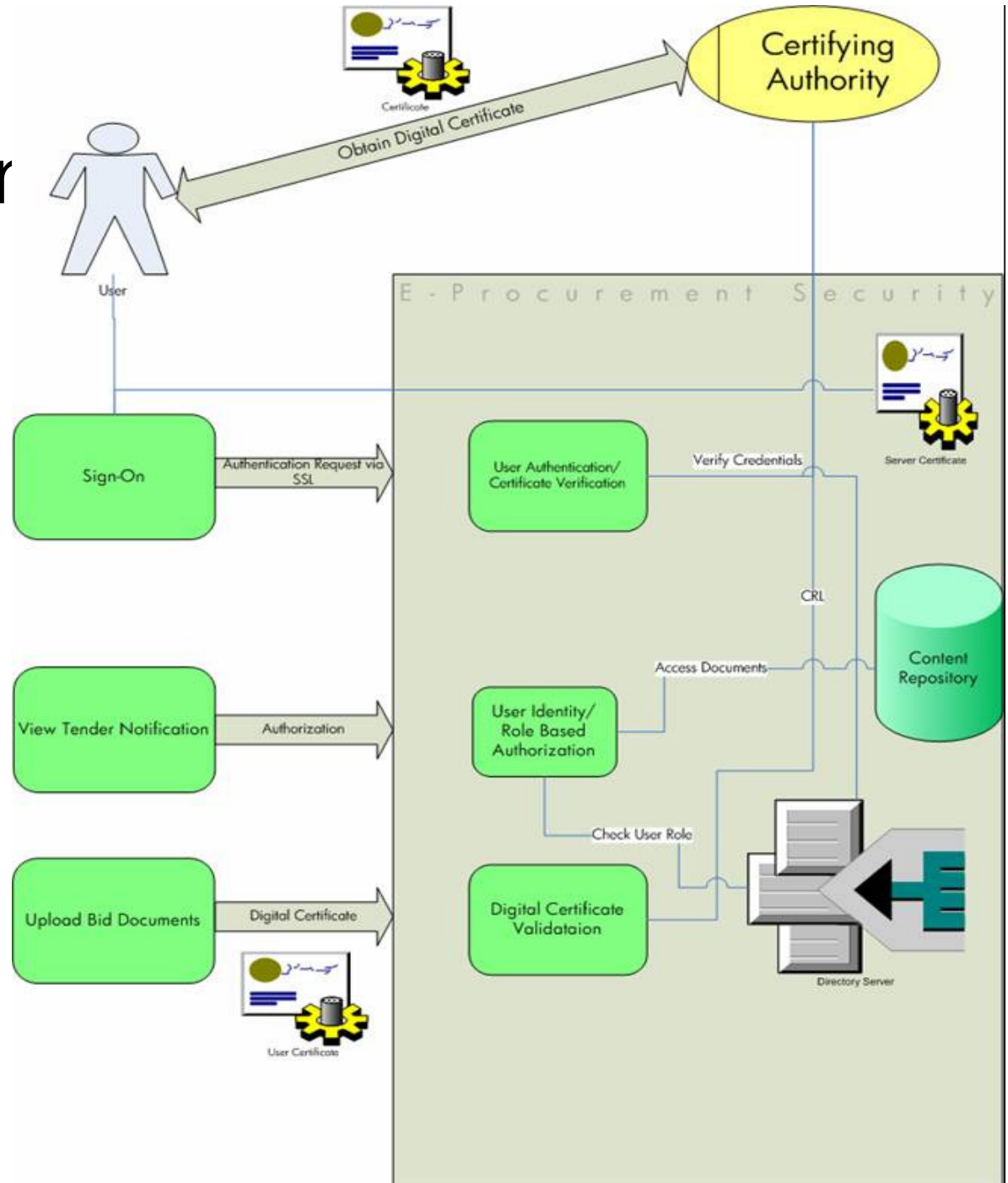
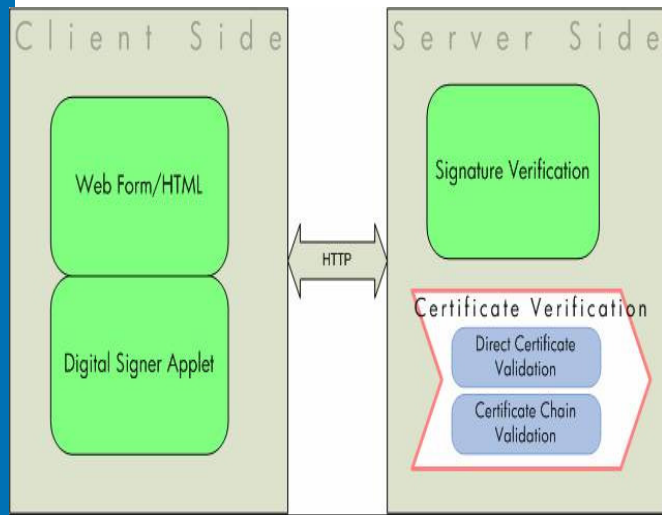
eProcurement Implementation Methodology



Focus Areas

- PKI Implementation
- E-Payment framework
- Management of Change
- Training
- Facility Management

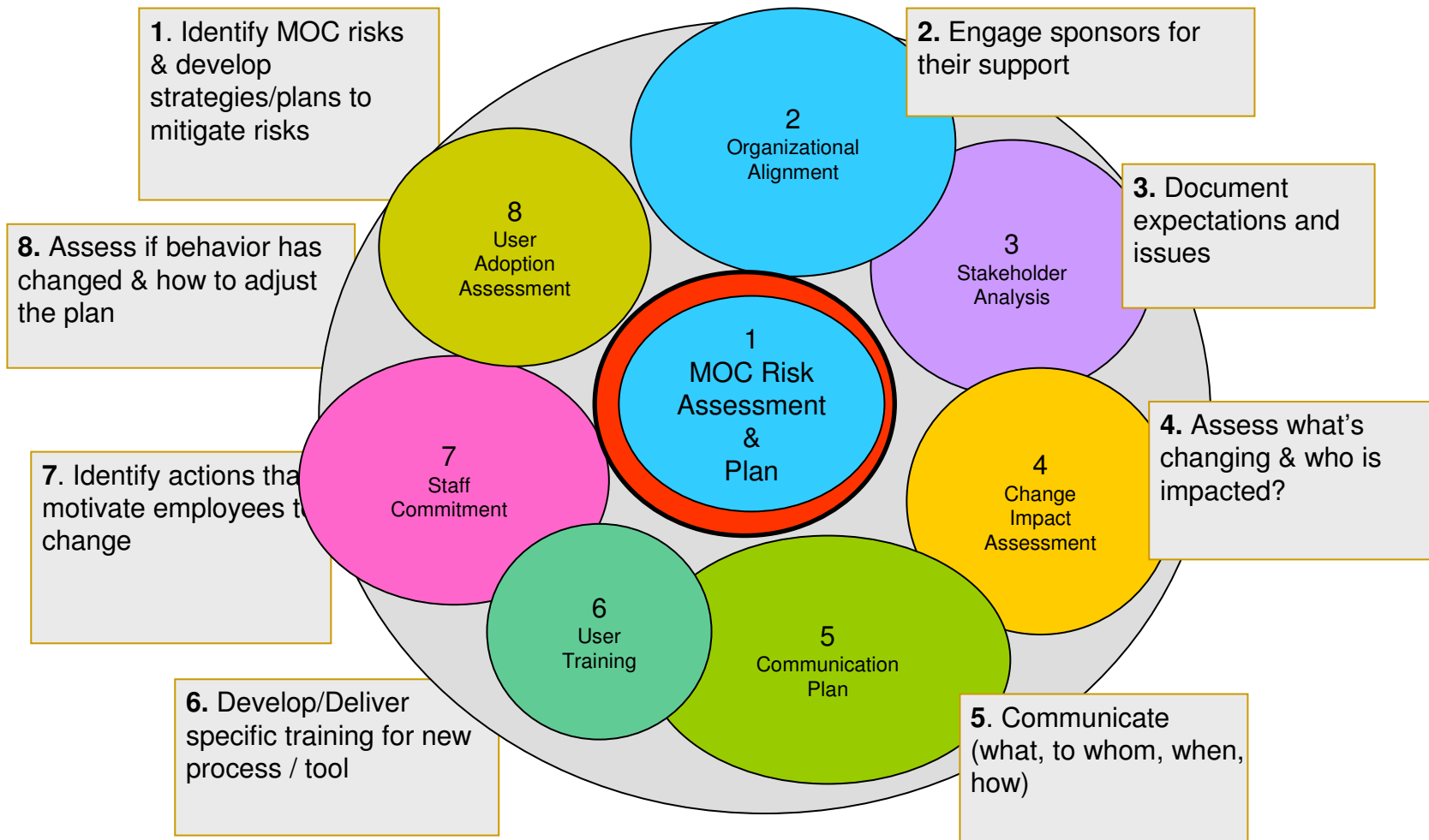
PKI Implementation



e-Payment Framework

- Tracing payment with Transparency
- Reform in EMD payment
- Sharing benefits out of EMD with contractors
- 360 degree tracing of payment through handshaking mechanism with the bank

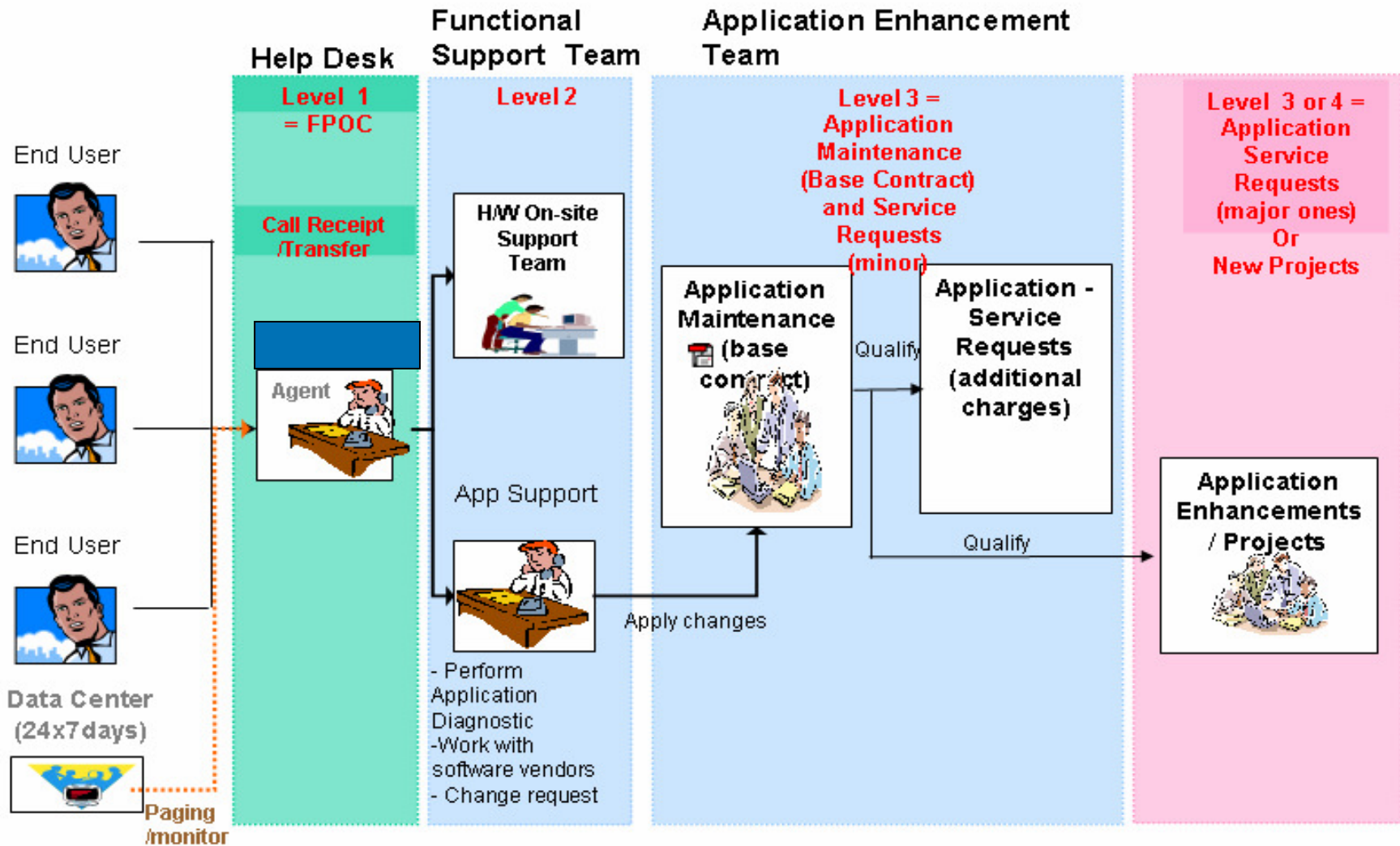
Management of Change (MoC)



Training

- Targeted training
 - Suppliers/Contractors
 - Government users
 - Goods/Works/Services procurement
- Dry-run exercises
- Dedicated mentor for each department

Facility Management – SLA Based services



Challenges

- Department buy-in
 - Dedicated resources
 - Workshops
- Centralized Supplier Registration
 - Amendments are being made
- Non-standard master data
 - Educate on the new format
- Non-standard tender documents
 - Insist the need to use standardized tender documents approved by Karnataka Transparency act in Public Procurement (KTPP)

Challenges (Cont..)

- Legacy Integration
 - Cross-over to make the legacy team understand the need
 - Suggest and handhold in the legacy upgrade activity



Questions/Discussions