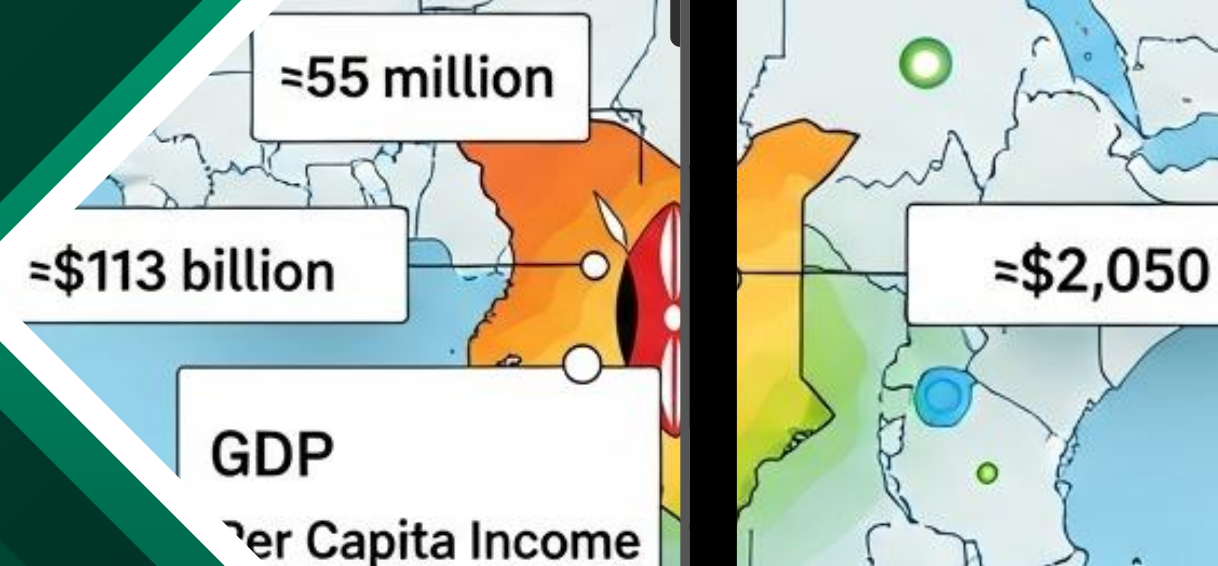


JOURNEY OF EGP IMPLEMENTATION: MILESTONES AND LESSONS LEARNT

By: Eric Korir
The National Treasury, Kenya

07TH NOVEMBER 2025



BACKGROUND OF E-GP



Implementation of the Integrated Financial Management Information System (IFMIS) in the management of public finance. IFMIS contained three modules that is; purchasing, payables and general ledger to address accounting and budgeting business processes.

The National Treasury with the support of the World Bank reviewed the current procure to pay module in IFMIS to ascertain its capability in undertaking end to end procurement transactions pursuant to provisions of the **PPAD Act, 2015**.



Re-engineering of IFMIS to make it more robust, which brought in more modules that addressed revenue to cash, plan to budget, **Procure to Pay**

E -PROCUREMENT READINESS ASSESSMENT COMPONENTS

e-Procurement Readiness Components	Level of Readiness
1. GOVERNMENT LEADERSHIP	3.09
2. HUMAN RESOURCE MANAGEMENT	3.06
3. PLANNING AND MANAGEMENT	2.7
4. POLICY	2.5
5. LEGISLATION & REGULATION	3.0
6. INFRASTRUCTURE AND WEB SERVICES	3.8
7. STANDARDS	2.3
8. PRIVATE SECTOR INTEGRATION	3.3
9. SYSTEMS (CURRENT E-GP SYSTEMS)	3.8
Overall readiness score	3.18



OBJECTIVES OF THE STRATEGY

Government seeks to continue strengthening the Public Financial Management systems by enhancing e-Procurement to provide a platform for:

- 1.increased transparency in procurement procedures and practices;
- 2.improved efficiency in procurement, by minimizing the procurement cycle time, maximizing value for money, and fostering accountability through re-engineered procedures, and built-in process workflows and audit trails;
- 3.improved confidentiality, integrity and authenticity of transactions between the procurement entities and the suppliers;
- 4.streamlined procurement procedures across the government through standardization of processes and practices building in the e-Procurement system;
- 5.enhanced procurement management information system a common procurement database and electronic trail of procurements to facilitate proper monitoring, evaluation, reporting and planning of public procurements.





E-PROCUREMENT IMPLEMENTATION GOVERNANCE AND ADMINISTRATION

1. e-Procurement Steering Committee (e-Procurement SC)

- The Steering Committee shall be chaired by the Principal Secretary of the National Treasury, and representations shall be from the PPD, PPRA, PPSA, Private Sector Association, Civil Society, Ministry of ICT, and others if felt required. The Steering Committee shall be reporting to the Cabinet Secretary of the National Treasury. Key responsibility of the Steering Committee can be the following:
 - Provide policy guidance.
 - Approve e-Procurement strategy and Roadmap.
 - Validate and approve high level plans for the e-Procurement Program.
 - Mobilize and secure resources required for successful implementation of e-Procurement.
 - Provide advocacy and visibility of the program.

GOVERNANCE CONT.

2.e-Procurement Project Management Unit (e-PPMU)

- Ensuring that the e-Procurement project is clearly defined for all phases of the project
- Identifying the project risks and developing strategies to manage those risks
- Determining the project requirements and budget accordingly
- Effective management of all contracts related to the project
- Effective coordination of Government Agencies and other stakeholders involved in e-Procurement Implementation
- Support and facilitate the design and development of e-Procurement System
- Develop and update roadmap and strategy to guide project implementation.
- Develop Project Charter to outline the project objectives, scope, identify the main stakeholders and specify their roles.
- Review the project schedule and resources
- Review supplemental plans including risk management, communication, project quality and change management plans
- Prepare the terms of reference for major Consultants who will be engaged during the project.
- Advise on policy changes that may be required to implement the e-Procurement.

GOVERNANCE CONT.

3. e-Procurement Working Group (e-PWG)

- At Technical level, it will have a separate e-Procurement Working Group (e-PWG) involving a number of selected users of agencies or departments that are key to e-Procurement implementation like NT, PPRA, PPSA, PPD, Ministry of ICT, Central Bank, Business Registration, Representation from pilot Agencies, and e-Procurement/IT Systems Analyst/Director of data center and others required.
- The team will be involved from the initial stage of project implementation providing input on design, testing the new system, acquiring knowledge of the new system, and further use the knowledge on the capacity building and support the implementation of the e-Procurement system.

GOVERNANCE CONT.

The major challenge identified in the Review Report was that the Procure to Pay module was not aligned to the provisions of PPAD Act, 2015.

The Review Report recommended that Government consider acquiring a stand-alone e-procurement system to facilitate ease of implementation, configuration and customization to fit to the country's procurement and asset disposal requirements that will be integrated with IFMIS for processing of payments.



ACQUISITION OF VENDOR

- Development of Business Process Re-engineering (BPR)/ Specifications/Terms of Reference
- Open International Tender
- Joint Venture Awarded/ Local and international firm
- Contract signed
- Development of the Egp system by vendor
- User Acceptance Testing
- Pilot
- Rollout



E-GP KENYA PILOTING

Pilot to twelve (12) MDAs (comprising of Ministry/state department, State corporation, commissions and select county governments).

- a) The National Treasury
- b) State Department for Public Service
- c) State Department of ICT and Digital Economy
- d) Office of Auditor General
- e) Ethics and Anti-Corruption Commission
- f) Kenya National Highway Authority
- g) Kenya Electricity Generating Company
- h) Moi Teaching and Referral Hospital
- i) Public Procurement Regulatory Authority
- j) Busia County (Executive)
- k) Makueni County (Executive)
- l) Elgeyo Marakwet County (Executive)

Roll-out to all MDAs and county governments.

FY 2024/2025

FY 2025/2026

LEGAL ANCHORAGE

Provisions of eGP in law:

- Article 227 - a system that is fair, equitable transparent, competitive and cost effective;
- Section 7(2)(f) - National Treasury design an efficient procurement system for use in National and County Governments;
- Section 64(2) - Requires use of ICT in procurement processes;
- Regulations 49 – 65 - provides for automation of all procurement processes

E-GP KENYA DEVELOPMENT

phase 1

- Supplier Registration;
- Procuring Entity Registration;
- Annual Procurement and Disposal Plans;
- e-Requisition,
- Template Library
- e-tender preparation,
- e-submission,
- Workflow Management
- e-Evaluation,
- e- tender Award,
- E- framework agreement
- e-Purchase order generation, ,
- e- contract management;
- e -Procurement Management Information System



E-GP KENYA DEVELOPMENT

phase 2

- e-complaints;
- e-appeals,
- e-Auctions,
- e-Catalogues/marketplace,
- e-appraisal,
- e-rating of procuring entities,
- e-Reverse Auction,
- Store management ,
- Debarment,
- Disposal



BENEFITS OF E-GP KENYA

Enhanced transparency and accountability

- Online publication of tender notices
- Online tender submission and opening,
- Contract award publication
- Procurement audit trails

Enhanced reporting and procurement analytics

- Price Comparison and analysis
- Spend analysis reports
- Incorporation of Business Intelligent A.I and Big Data Technologies
- Integrity Filters

Increased bidder participation

- Online publication of tender notices
- Simplified tender application process
- Online verification of tenderers details



BENEFITS OF E-GP KENYA

Efficient procurement and disposal processes

- Procurement process standardization
- online tender opening and evaluation,
- online tender proposal preparation and submission by suppliers

Enhanced reporting and procurement analytics

- **verification of documents** i.e KRA – PIN, Tax compliance, AGPO, NCA, Registration certificate
- **online bid security**

Reduction of transaction and operation costs

costs related to printing, distribution, transport, storage of paper documents and print media advertisement



GOVERNMENT COST SAVING

Improving efficiency and competition in government procurement will deliver appx. KES 85.9 billion or 0.9% of GDP (The Kenya Public Expenditure Review (World Bank, 2020, Forward)

A cost saving of about 10 – 15% of the total government public procurement expenditure within the first year of implementation

§Significant price reductions, up to 20%, on the procurement contracts

Reduced the administrative burden for PEs by 10% - through faster analysis of bids and easy access to documents

Country	Estimated Savings, as % of procurement budget	Year
Ukraine	14.17%	2016
Philippines	16.6%	2020
Kyrgyzstan	13%	2021
Georgia	12%	2013
Brazil	30%	2009
India	12-19%	2021
Bangladesh	13-20%	2017
Chile	10-15%	2006
OECD: Italy, Portugal, UK, and Austria	15-21%	2008-2011

Country	Price reductions on the procurement contracts
Portugal	20%
Bangladesh	11.85%

ENTITY REGISTRATION IN EGP

S/No	Total registered	Numbers	Targeted figures
1	State Departments	62	62
2	County Executives/Assemblies	94	94
3	State Corporations/SAGAs / TVETs/TTTCs	547	638
4	County Corporations Water Companies	72	98
5	Suppliers Registered	25,826	-



TRAINING

	ITEM	Numbers Trained	Numbers Trained	
	Training (eGP System Users)	Apr- Jun	Jul- Oct	Total
	State Department	804	349	1,153
	County Executives/Assemblies	700	366	1,066
	State Corporations	4,100	7,581	11,681
	Suppliers	1,786	10,965	12,751



ANNUAL PROCUREMENT PLANS UPLOADED ON EGP

	Procuring Entity Category	No. Uploaded	Remarks
1	State Departments	54	8 State Departments yet to upload their APPS
2	County Assemblies	23	24 County Assemblies yet to upload their APPS
3	County Executives	21	Departments from 21 counties have uploaded their APPS.
4	State Corporations/SAGAs/TVETs/TTTCs	221	221 entities have uploaded their APPs on eGP
	TOTAL	319	Entities continuously uploading their APPs on eGP



EGP TENDER STATISTICS IN E-GP AS AT 23RD OCTOBER, 2025

- Tenders advertised : 240
- Tenders Closed: 178
- Tenders Opened: 92

(Detailed Information available on the eGP portal)



LESSONS LEARNED FROM THE E-GP IMPLEMENTATION

Communication and Awareness

- Continuous and clear communication is vital to sustain adoption and build trust.
- Early messaging that focused on transparency, fairness, and efficiency helped reduce skepticism.
- Tailored communication for different user groups (suppliers, MDAs, and counties) improves understanding and engagement.

Call Centre and Support Requirements

- A dedicated and well-staffed call centre is essential to provide real-time assistance
- Users need timely support during registration, bid submission, and payment stages.
- A ticketing and feedback system ensures accountability and faster resolution of issues.

Resistance to Change

- Initial reluctance was noted among users accustomed to manual systems.
- Regular sensitization, visible leadership support, and success stories help overcome resistance.
- Sustained change management efforts are needed to entrench a digital culture.



LESSONS LEARNED FROM THE E-GP IMPLEMENTATION

Training through ToTs

- The Training of Trainers (ToT) model effectively built internal capacity across MDAs and counties.
- ToTs serve as local champions supporting peer learning and hands-on guidance.
- Periodic refresher trainings and practical sessions remain crucial as system features evolve.

Call Centre and Support Requirements

- A dedicated and well-staffed call centre is essential to provide real-time assistance
- Users need timely support during registration, bid submission, and payment stages.
- A ticketing and feedback system ensures accountability and faster resolution of issues.

Technical and System Challenges

- Early phases experienced technical issues including downtime and integration gaps.
- Continuous upgrades, user feedback loops, and load testing have strengthened reliability.
- Ongoing technical support and coordination with ICT teams are key for sustainability. Nimeambiwa niongezee hii.



CONTACT US

100 Trainers of Trainers (ToTs) available and mapped to support PEs that may need support both physical and online

Contact the support Centre for eGp:

 (020) 3341030/3340400/3340433;

 pesupport@egpkenya.com

 <https://egpkenya.go.ke>

 KISM Towers Ngong Road , 4th Floor



THANK YOU FOR YOUR ATTENTION

07TH NOVEMBER 2025

