IFPSM INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

ADACI Associazione Italiana Acquisti e Supply Management

ADACI FORMANAGEMENT

CONVENTION INTERNAZIONALE SUGLI APPALTI PUBBLICI

INTERNATIONAL CONVENTION ON PUBLIC PROCUREMENT

Roma, 6-7 Novembre 2025
Roma Eventi
Centro Conferenze Fontana di Trevi
Piazza della Pilotta, 4 - Roma

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IFPSM Europe - ADACI
International Convention on Public Procurement
ROMA-NOVEMBER 6-7/2025

ADACI

Who We Are: Building National e-Procurement Ecosystems

Product delivery and providing services for strategic management and digital transformation of public administration and economy

Building and integrating e-services, information and knowledge in organizations - this achieves their better efficiency, effectiveness and agility with strengthened capacities

Active membership in national and EU expert and professional associations

The Digital Procurement Divide: The Illusion of E2E

All products are designed consistently according to principles of „Digital First" and „Only Once" with a focus on complete e-business and digitalization

Holistic i multidisciplinary approach – from the European Commission's reference models (EIRA, EIF), consulting services in the field of business process management to building products and solutions which strengthen businesses and digital transformation of public sector institutions

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The Vision: An Integrated and Intelligent Public Procurement

From Fragmentation to End-to-End: Moving beyond scattered, paper-based processes to a seamless Strategy-to-Payment digital flow

Driving National Efficiency and Compliance: Empowering public institutions with a platform that ensures transparency, operational efficiency, and strict regulatory compliance at a national scale.

The Power of Data and AI: Utilizing Advanced Analytics and Artificial Intelligence for strategic spend insights, proactive risk management, and evidence-based decision-making.

Building a Unified Ecosystem: Creating a single, connected digital marketplace that serves all stakeholders: Contracting Authorities, Economic Operators (Suppliers), and Citizens.

The End-to-End Digital Journey: From Strategy to Payment

Defining the Scope: An integrated approach covering the entire public procurement lifecycle.

Five Key Digital Pillars: A unified platform for Strategic Planning, Sourcing, Execution, Financial Settlement, and Performance Monitoring.

The Goal: Maximizing value, transparency, and efficiency at every step.

Strategy & Planning: Building the Foundation (Source-to-Contract)

Digital Needs Assessment: Automating demand forecasting and budget alignment.

E-Market Analysis: Providing real-time insights into supplier markets, pricing, and trends.

Strategic Sourcing: Developing procurement strategies and category management plans based on data.

E-Tendering & Contract Award: Fair and Transparent (E-Sourcing)

Standardized RFx: Managing all Requests (RFI, RFQ, RFP) within a single digital portal.

Automated Evaluation: Using objective, pre-defined criteria to score bids and ensure fairness and compliance.

Digital Contract Lifecycle: Generating, negotiating, and managing contracts with E-Signature capabilities.

Execution & Fulfillment: Procuring with Precision (Procure-to-Pay)

Digital Requisition & Approval: Fast, workflow-driven request and approval processes.

Automated PO Generation: Converting requisitions into Purchase Orders (POs) automatically.

Digital Receipt & Inspection: Confirming goods or services delivery electronically, linking fulfillment to the contract.

Financial Settlement & Payment: Automating the Back Office

E-Invoicing: Receiving and processing invoices electronically from suppliers.

Three-Way Matching: Automated verification of Invoice, Purchase Order, and Goods Receipt to prevent errors and fraud.

Integration with ERP/Treasury: Seamless data flow for final payment release to national financial systems.

Performance & Value Monitoring: Continuous Improvement

Real-time Spend Analytics: Dashboards for tracking expenditures, savings, and budget consumption.

Supplier Performance Management (SRM): Evaluating supplier reliability, compliance, and contract adherence with scorecards.

Risk Management & Audit Trail: Identifying procurement risks and maintaining a comprehensive, tamper-proof digital record for auditing purposes.

The Core Value: What Digital Transformation Delivers

Transparency & Accountability:

- Full digital audit trail minimizes corruption and ensures public trust.
- Open data for enhanced monitoring and oversight.

Efficiency & Savings:

- Reduced cycle times (speed of procurement).
- Lower administrative costs and improved contract compliance.

Market Access & Competition:
- Simplified digital procedures encouraging greater participation from SMEs.
- Fairer and more open competition drives better value for money.

Strategic Impact:
- Leveraging procurement data to support broader government goals (e.g., Green Procurement, SME inclusion).

Next Steps: Partnering for a Digital Future

Define Your Digital Roadmap: Collaboratively assess your current maturity and define a phased implementation plan for your national ecosystem.

Focus on Change Management: Prioritize training and internal communication to ensure user adoption across all government bodies.

Begin with a Pilot: Launch a controlled implementation in a specific area to test, validate, and demonstrate quick wins.

Let's Schedule a Deep Dive: Request a dedicated workshop to explore how our modular solutions align with your specific legal and institutional framework.

Thank You

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