

**Access to Procurement Opportunities Among Small and Medium Enterprises  
Through Electronic Procurement System  
A case of Selected Enterprises in Moshi Municipality  
By**

**Augustine Bartholomew Barnabas  
Master of Arts in Procurement and Supply Management  
Moshi Co-Operative University (MoCU), 2021**

SMEs practicing e-procurement rely on a range of information technologies to facilitate contracting and purchasing. Even though e-procurement is widely in use, factors shaping the use of e-procurement limited financial capacity of SMEs, this study assessed access to procurement opportunities among small and medium enterprises through electronic procurement system among the selected enterprises in Moshi municipality. Specifically, the study determined the factors influencing supplier's adoption of e-procurement to access procurement opportunities in public entities, examine the usability of e-procurement among SMEs towards accessing procurement opportunities identify the perceived benefits of supplier adoption of e-procurement towards accessing procurement opportunities also investigate the moderating effect of Legal framework on the relationship between SMEs e-procurement adoption and access to procurement opportunities in public entities. This study employed probability and non-probability sampling procedures whereby random and purposive techniques in selecting a sample size of 120 respondents. The study also employed mixed research approaches in data collection, analysis and presentation under the guidelines of cross-sectional research design to accomplish the study. Questionnaires and interview guides were used as data collection tools. Descriptive statistics, multiple liner regression model and content analysis were used to analyse the data which were presented in tables and nourished by descriptions. Findings have shown that SMEs e-procurement adoption is contributed by the fact that the attitude of firm members was positive towards adoption of e-procurement and the firm members value e-procurement adoption. Also, the organisation culture and the government policies and Acts are associated with SMEs to adopt e-procurement. Generally, the study revealed that the readiness for SMEs e-procurement adoption is low in terms of firm's internal resources and some contributed by external factors. On the other hand, it was found that SMEs were ready to change from paper-based procurement to electronic forms. The study therefore recommends that, SMEs should setup E- Procurement Units to be managed by personnel who are knowledgeable with requisite procurement training and competencies. Also, adequate finance must be available to SMEs intended to implement e-procurement since the study identified lack of finance as one of the barriers to implement e-procurement.