10 Most Promising Procurement Solution Providers - 2017

Procurement process had always been a challenge for organisation as it was manual and many procurement tasks required much more time and effort than they should have. The lack of transparency in the procurement process made it difficult to get the relevant procurement information when needed. But today, the influence of disruptive technologies—from big data analytics to 3D printing— is revolutionizing organization's operational and administrative processes and creating innovative digital products and services. With the technological advancement, the procurement industry ensures to balance costs, deliver massive returns, fulfil social responsibility, and manage supplier relationships of the professionals.

Due to this the Procurement segment is increasingly becoming holistic and integrated, which is why the expectations for savings, compliance, risk management and process efficiency have spiked dramatically that was never been so high. The world's leading global companies are looking to the sourcing and procurement function to do a lot more than cut the price of supplies. They are looking to procurement for value creation and strategic initiatives. In response to the demands, many solution providers have already made their way into the market to guide businesses access the right solution depending upon their requirements.

In this edition of APAC CIO Outlook magazine, we bring you the "10 Most Promising Procurement Solution Providers 2017". The list features the top Procurement solution providers who ensure convenience, efficiency and customer satisfaction, and strive to render state of the art products that will leave an indelible mark in the industry. The proposed list aims to aid businesses avail advanced Procurement solutions who can partner with them to uphold their reputation and sustain it without entering any security risks.

HousingIS

Recognized as

APAC CIO Outlook 10 Most Promising
PROCUREMENT
SOLUTION PROVIDERS - 2017

The Annual listing of top companies providing technology solutions for procurement industry in APAC

Alysia Paul
Managing Editor

Company:

HousingIS

Description:

A vendor independent consultancy providing specialist information systems advice and guidance for social housing organizations

Key Person:

Roger Jameson & John Parkinson
Directors

Website:

housingis.com.au

HousingIS:

Comprehensive Procurement Solutions for the Housing Sector

Information systems play a crucial role in enabling housing providers deliver quality services effectively to their tenants and stakeholders. Few housing providers have the in-house expertise required to procure or implement an efficient IT system. This is where Housing Information Solutions (HousingIS), a procurement specialist steps in. Armed with an in-depth understanding and experience of the IT housing market in Australia and New Zealand, the company assists community housing organizations in making an informed choice in procuring software to support their ongoing growth and deliver professional services.

> HousingIS has already achieved sustained growth and has become the number one housing systems consultancy in Australasia

Being a vendor independent consultancy, HousingIS offers specialist advice and guidance in the review, procurement and implementation of information systems to the social housing sector. "Our key differentiator is our extensive expertise in the provision of information systems and housing business consultancy for social housing organisations in Australia and New Zealand," states Roger Jameson, a Director of HousingIS. The company offers an extensive range of services including guidance and strategies for software procurement, conducting IT service provider market assessments, preparing business cases and requirements specifications, systems reviews, systems evaluation and project management.

HousingIS has successfully completed a wide range of procurement projects for some of the largest community housing providers in Australia including Bridge Housing, Junction Australia, Unity Housing, Argyle Community Housing, Foundation Housing, and The Housing Trust among others.

Ian Simpson, GM of Corporate Services, Junction Australia expounds, "When Junction Australia was grappling with the need to analyze its business requirements and run the procurement process; the company put its trust in HousingIS industry and system knowledge."

Roger Jameson,
Director

HousingIS managed the procurement process in its entirety, defining business requirements, compiling a comprehensive suite of tender documents, analyzing responses from suppliers, managing the evaluation process and negotiating with the preferred supplier to ensure that Junction Australia could prove to its Board that it had undertaken a thorough due diligence process.

HousingIS has already achieved sustained growth and has become the number one systems consultancy for 7 of the top 10 community housing providers in Australia. "Because of our proven market knowledge and our in-depth understanding of our customers' needs, clients increasingly approach us. We have a reputation for doing what we say we will do," adds Roger. "Since our inception in 2007, we have been providing on-going system consultancy to the ACT government and have achieved proven efficiency savings through our work."

To help support housing providers implementing a new information system, HousingIS provides training in Train-the-Trainer techniques. These are designed to equip IT Project teams in understanding, developing and delivering excellent training.

By exhibiting and presenting at major conferences such as the Australian National Housing Conference, State Conferences, and peak body events such the Power Housing Conference in Australia and the Community Housing Aotearoa conference in New Zealand, HousingIS is successfully familiarizing people with its approach and benefits. The company expanded into New Zealand in 2015, and is involved in a range of systems related projects in response to the government's policy of transferring social housing ownership to community housing providers.

The company also develops web applications to enable community housing providers provide greater access to their services. Designed to add value to core housing systems, its Request-a-Repair product is a web based interactive software application which enables clients with limited maintenance knowledge to quickly identify and log a repair request over the Internet. Along with this, it improves accuracy of work requests and simplifies work order processes.

The company has also recently entered into a partnership agreement with a UK company specializing in the development and supply of web based applications. "Through initiatives such as these, we are leveraging opportunities from our existing community housing clients in Australia and expanding our services through channel partnerships," Roger concludes. ACO