

Factors Influencing the Success of E-Tendering Implementation (Case Study in Parigi Moutong Regency, Central Sulawesi Province)

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Abstract

The selection of goods and services providers through electronic tendering (*e-tendering*) in government projects has been carried out in Indonesia for a long time. Parigi Moutong Regency is one of the regencies that extensively uses the *e-tendering* system to select goods and services providers. To achieve the successful implementation of *e-tendering*, there are factors that influence its implementation. This descriptive research was conducted by collecting data from 55 contractor respondents who participated in the *e-tendering* process in Parigi Moutong Regency and processing data use factor analysis. The readiness of technology and human resource competence in *e-tendering*, the evaluation and managerial support in *e-tendering* implementation, and the enhancement of technology and managerial competence in *e-tendering* are three factors those influence of implementation of *e-tendering*.

Keywords: *e-tendering, success, factor analysis.*

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I. INTRODUCTION

The selection of goods and services providers (tender) for government projects is an activity that began to be used in Indonesia since 2003. The use of the *e-tendering* system then became increasingly widespread in line with government efforts to improve transparency and efficiency in the procurement process of goods and services [14].

Since 2012, all types of government procurement of goods and services in Indonesia have officially used the electronic procurement system (*e-tendering*). This was implemented with the aim of making the selection process of goods and services providers faster and easier for public oversight [13].

In its implementation, electronic tendering can be considered successful if both the service user and the service provider have agreed on the price offered by the service provider to perform the work for the service user. The success of the electronic tendering process in Parigi Moutong Regency is influenced by several factors [22].

II. LITERATURE REVIEW

This section presents a review of relevant literature pertaining to the research topic.

2.1 Definition Of E-tendering

Government procurement of goods/services, hereinafter referred to as procurement of goods/services, is an activity to obtain goods/services by Ministries/Institutions/Regional Work Units/Institutions, with a process that begins from needs planning until the completion of all activities to acquire the goods/services [18]. *E-tendering* is an electronic system for procuring goods and services that aims to enhance transparency and accountability, improve market access and fair business competition, increase the efficiency of the procurement process, support monitoring and audit processes, and meet the need for real-time information access [1].

2.2 Success Factors of E-Tendering Implementation

According to [10], there are three factors that influence the success of *e-tendering* implementation, which are:

1. Management and organizational

Generally, the success of *e-tendering* relies heavily on organizational and managerial issues. It is seen that the mere introduction of technology does not make *e-tendering* succeed, organizational and supportive managerial mechanisms/elements play a determinative role. Effective implementation requires a comprehensive strategy that considers organizational, managerial, and technical variables in tandem [22].

2. Technological and Information System

The driving factors behind the implementation of *e-tendering* Technology and information issues are basic to a successful implementation and roll-out plan. The entire *e-tendering* is technology oriented and hence

the efficiency of that will be determined by how good or suitable it can function with respect to a particular location. It is crucial to consider the implementation of e-tendering for its potential success factors that are mostly connected with technological and informational elements allowing a system dependability, safety, while it provides ease-of-use [8].

3. Human Resources

The effectiveness of the electronic procurement system is not only in its existing technology and infrastructure but also in terms of capacity and quality for individuals involved. Skilled human resources in the procurement of goods and services denote ideal human resources to perform well with required skills, attitudes, and knowledge for this purpose [21].

2.3 Factor Analysis

Factor analysis is a multivariate static analysis technique to reduce the number of data or variables to a smaller amount. Data reduction is done by reviewing the independence of several variables or factors that can be combined into a new variable, so that from a few variables, the dominant or most important variables can be obtained for further analysis [9]. To describe the research data on the factors influencing the success of e-tendering implementation used the SPSS (Statistical Package for the Social Sciences) program application. The stages of factor analysis are as follows:

1. Selection Factors

The purpose of choosing this analysis factor is to find the relation a group of factors or to calculate the magnitude of the correlation between factors. In this research, the Bartlett test of sphericity, the Kaiser-Meyer-Olkin (KMO) measure of sample adequacy, and the Measure of sample Adequacy (MSA) are used. According to [20] Data can be further tested if the KMO test result obtains a value > 0.5 and Bartlett's test significance value < 0.05 . To determine if the variables are sufficient for additional analysis, a Measure of Sampling Adequacy (MSA) value must be performed. The variable is suitable for additional investigation if the MSA value is higher than 0.5 [15]. If there is an MSA value from the initial variables that is less than 0.5, the variable must be removed one by one from the analysis and sorted from the variable with the smallest MSA value until all the variables are higher than 0.5 [6].

2. Determining Number of Factors

There are three criteria will be combined to create the number of factors, which will be the most appropriate amount based on the research findings. The first criterion applied is the eigenvalue. Factors with an eigenvalue > 1.0 will be kept, while those with an eigenvalue < 1 will be excluded. When a factor has an eigenvalue < 1.0 , it explains less variance than a single variable, making it potentially less meaningful in the overall factor structure [2]. According to [23] Finding the percentage of the total variation that the number of components produced can explain is the second criterion. Factor extraction can be terminated once the cumulative percentage of variance is either greater than half of the total variance of the beginning factor or sufficient. And third criterion based on the Scree plot. Scree plot is a graph that show the extraction of number of factors against eigenvalues.

3. Rotation of Factors

Rotation of factors is a process that use for increasing interpretation capabilities and simplifying the factors. There are two main types of factor rotation, those are orthogonal rotation and oblique rotation. In this research using orthogonal rotation method, which is this method is a rotation that can be enable the factors to correlate with each other [6]. The result of this method is reduction of the number of variables without considering how significant the extracted components are. Because the axes are perpendicular to each other, each factor is independent of the other factors.

According to [12] orthogonal rotation is divided into 3 types, Quartimax, Varimax, and Equimax methods. The varimax method focuses more on simplifying the column structure of the factor analysis result matrix. As a result, this method tends to produce several factor loadings with values close to -1 or +1 and several factor loadings with values close to 0 [15] which are used in this research.

4. Interpretation The Result of Factor Analysis

After step of rotation factor is to determine the significant of the loading factor value. This step is used in figuring out how to organize variables into relevant aspects. Grouping the variables in this research was carried out by including the variables with the highest loading factor values into the new factor where those variables belong [7].

5. Factor Naming

Determining factors involves identifying the main factor and assigning a generic name to each component [17].

III. RESEARCH METHODS

The background information on the variables influencing the implementation of e-tendering opens this section. To verify that the measurement results are consistent, validity and reliability tests are conducted. Factor analysis was used to determine the most important and affecting factors in this study.

3.1 Techniques For Collecting Data

A survey using questionnaires was conducted to the construction implementation companies registered with the Parigi Moutong Regency's procurement service unit in period 2020 - 2022. The questionnaire survey was created with a 6-point Likert scale to collect information on twenty variables influencing the implementation of e-tendering in Parigi Moutong Regency. The researcher had to overcome a few challenges to gather the data for this research, which made the process take a while.

3.2 Data analysis Technique

Data analysis is the following phase of the research process. Research methodologies and research kind have a significant impact on the data analysis approach. In this research, making use of SPSS software version 27 to do the validity test, reliability tests, and factor analysis were the methods used to analyze the data.

IV. RESULT AND DISCUSSION

Respondents in this research are construction implementation service providers (contractors), in this case contractors with e experience following e-tendering were implemented in Parigi Moutong Regency between 2020 and 2022. 55 respondents in total who completed and returned the questionnaire were included in this study.

4.1 Respondent Characteristics

The following lists a few characteristics of respondents who have generally completed the questionnaire, separated out by experience, the average budget amount of the work, and their most recent educational attainment.

Table 1. Respondent Characteristics Based on Experience

| Experience | Number | Percentage |
|-------------|--------|------------|
| < 3 Years | 19 | 34,5% |
| 3 – 5 Years | 31 | 56,4% |
| 5 – 7 Years | 4 | 7,3% |
| > 7 Years | 1 | 1,8% |
| Total | 55 | 100% |

Table 2. Respondent Characteristics Based on The Average Budget

| Budget | Number | Percentage |
|---------------|--------|------------|
| 1 – 2 billion | 29 | 52,7% |
| 2 – 5 billion | 26 | 47,3% |
| Total | 55 | 100% |

Table 3. Respondent Characteristics Based on Education Level

| Experience | Number | Percentage |
|--------------------|--------|------------|
| SMA and equivalent | 9 | 16,4% |
| Diploma/Bachelor | 45 | 81,8% |
| Magister/Doctor | 1 | 1,8% |
| Total | 55 | 100% |

4.2 Validity Test

Validity test is a process of determining the extent to which a measurement instrument (such as a questionnaire, test, or other measuring tool) accurately measures what it is supposed to measure. Stated differently, the purpose of the validity test is to ascertain whether the instrument truly measures the variable or construct which it is meant to measure [9]. This research is used Pearson Correlation Technique. If the table r value is smaller than calculated r value, then data is valid and vice versa. The table r value for 55 respondents is 0,261 with confident interval amount 95% and level of significance is 0,05.

Table 4. Validity test

| Variables | Calculated r | Table r | Description |
|--|--------------|---------|-------------|
| Top Management Support (MO1) | 0,537 | 0,261 | Valid |
| Evaluation of Management Performance (MO2) | 0,574 | 0,261 | Valid |
| Work Environment and Culture (MO3) | 0,293 | 0,261 | Valid |
| Allocation of Appropriate Resource (MO4) | 0,269 | 0,261 | Valid |
| Organizational Management System (MO5) | 0,564 | 0,261 | Valid |
| Loyalty Employee to the Organization (MO6) | 0,285 | 0,261 | Valid |
| Speed of Internet Service Usage | 0,671 | 0,261 | Valid |

| | | | |
|---------------------------------------|-------|-------|-------|
| (STI1) | | | |
| Improvement of Hardware System (STI2) | 0,570 | 0,261 | Valid |
| Website Security System (STI3) | 0,645 | 0,261 | Valid |
| Entire Work Information (STI4) | 0,366 | 0,261 | Valid |

Table 4. Validity test (continue)

| Variables | Calculated r | Table r | Description |
|--|--------------|---------|-------------|
| Authentication and Authorization Data (STI5) | 0,684 | 0,261 | Valid |
| Website Maintenance Routine (STI6) | 0,580 | 0,261 | Valid |
| Adequate Power Supply (STI7) | 0,442 | 0,261 | Valid |
| Understanding of E-tendering Rules & Standards (SDM1) | 0,483 | 0,261 | Valid |
| Understanding of E-tendering Procedures (SDM2) | 0,539 | 0,261 | Valid |
| Understanding of ICT Systems (SDM3) | 0,519 | 0,261 | Valid |
| Experience in E-tendering Implementation (SDM4) | 0,565 | 0,261 | Valid |
| Training of E-tendering Implementation (SDM5) | 0,554 | 0,261 | Valid |
| Understanding of E-tendering Functions and Objectives (SDM6) | 0,589 | 0,261 | Valid |
| Ability to Use E-tendering Applications & Websites (SDM7) | 0,718 | 0,261 | Valid |

From Table 4 shows that each variable has a measured r-value that is higher than the table r-value. This confirms the validity of each variable.

4.3 Reability Test

According [15] Reability Test is a test used to determine the degree of consistency in measured data is called a reliability test. Finding the measurement instrument's consistency or reliability. When used consistently under the same circumstances at several periods, a trustworthy instrument will yield consistent findings. In this research, the Cronbach's Alpha formula was applied to figure out the data's reliability.

The commonly used technique to measure an instrument's internal consistency reliability formed up of various components is Cronbach's Alpha. The range of values for Cronbach's Alpha is 0 to 1 [5].

Table 5. Reability Test

| Variables | Alpha Cronbach | Description |
|--|----------------|-------------|
| Top Management Support (MO1) | 0,850 | Reliable |
| Evaluation of Management Performance (MO2) | 0,849 | Reliable |
| Work Environment and Culture (MO3) | 0,861 | Reliable |
| Allocation of Appropriate Resource (MO4) | 0,861 | Reliable |
| Organizational Management System (MO5) | 0,849 | Reliable |
| Loyalty Employee to the Organization (MO6) | 0,860 | Reliable |
| Speed of Internet Service Usage (STI1) | 0,845 | Reliable |
| Improvement of Hardware System (STI2) | 0,849 | Reliable |
| Website Security System (STI3) | 0,847 | Reliable |
| Entire Work Information (STI4) | 0,857 | Reliable |
| Authentication and Authorization Data (STI5) | 0,844 | Reliable |
| Website Maintenance Routine (STI6) | 0,849 | Reliable |
| Adequate Power Supply (STI7) | 0,856 | Reliable |
| Understanding of E-tendering Rules & Standards (SDM1) | 0,853 | Reliable |
| Understanding of E-tendering Procedures (SDM2) | 0,850 | Reliable |
| Understanding of ICT Systems (SDM3) | 0,851 | Reliable |
| Experience in E-tendering Implementation (SDM4) | 0,850 | Reliable |
| Training of E-tendering Implementation (SDM5) | 0,850 | Reliable |
| Understanding of E-tendering Functions and Objectives (SDM6) | 0,848 | Reliable |
| Ability to Use E-tendering Applications & Websites (SDM7) | 0,843 | Reliable |

From Table 5 shows each variable's reliability by displaying all values based on Cronbach's Alpha values higher than 0,60 that means all the variables is reliable.

4.4 Keiser Meyer Olkin (KMO) and Bartlett's test

According to [20], Keiser Meyer Olkin (KMO) and Bartlett's test are tests used to determine the suitability of a variable before using factor analysis. This test is important to ensure that the data used meets the requirements and can be analyzed further using factor analysis. Data can be further tested if the KMO test results obtain a value > 0.5 and Bartlett's significant value < 0.05.

Table 6 KMO (Keiser Meyer Olkin) and uji Bartlett's Test

| | | |
|--|---------------------|---------|
| Kaise-Mayer-Olkin Measure of Sampling Adequacy | | 0,718 |
| Bartlett's Test of Sphericity | Approx. Chi. Square | 553.410 |
| | Df. | 136 |
| | Sig | 0.000 |

Based on table 6, known that result of KMO (Keiser Meyer Olkin) test is 0.718 and uji Bartlett's Test of Sphericity is 553.410 at significance of 0.000, and then the factors can be process to the next step of factor analysis.

4.5 Measure of Sampling Adequacy (MSA) test

The Measure of Sampling Adequacy (MSA) analysis aims to determine whether the factors or variables resulting from the research are suitable for further analysis or not. This Measure of Sampling Adequacy (MSA) value is related to the results of the relationship between existing factors [15]. According to [6] through the SPSS program application, the Measure of Sampling Adequacy (MSA) value of each factor can be seen diagonally in the anti-image correlation matrix.

Table 7 First Measure of Sampling Adequacy (MSA) Test

| Instrument | Factors | MSA |
|------------|---|-------|
| MO1 | Top Management Support | 0,621 |
| MO2 | Evaluation of Management Performance | 0,594 |
| MO3 | Work Environment and Culture | 0,347 |
| MO4 | Allocation of Appropriate Resource | 0,348 |
| MO5 | Organizational Management System | 0,716 |
| MO6 | Loyalty Employee to the Organization | 0,370 |
| STI1 | Speed of Internet Service Usage | 0,703 |
| STI2 | Improvement of Hardware System | 0,652 |
| STI3 | Website Security System | 0,784 |
| STI4 | Entire Work Information | 0,502 |
| STI5 | Authentication and Authorization Data | 0,797 |
| STI6 | Website Maintenance Routine | 0,676 |
| STI7 | Adequate Power Supply | 0,605 |
| SDM1 | Understanding of E-tendering Rules & Standards | 0,595 |
| SDM2 | Understanding of E-tendering Procedures | 0,859 |
| SDM3 | Understanding of ICT Systems | 0,677 |
| SDM4 | Experience in E-tendering Implementation | 0,692 |
| SDM5 | Training of E-tendering Implementation | 0,571 |
| SDM6 | Understanding of E-tendering Functions and Objectives | 0,732 |
| SDM7 | Ability to Use E-tendering Applications & Websites | 0,759 |

From Table 7, indicates there are three variables have an MSA value <0.5, according to [6] if the results from the MSA test there is one or more of the research factors in the initial conditions has an MSA value of <0.5, then these factors cannot be used or are excluded from the analysis process. The variables must be removed one by one from the smallest, until all the variables have MSA value >0.5. Furthermore, for initial condition factors that meet the requirements, namely those with an MSA value of 0.5 or more, further testing can be carried out.

In this research, MSA test run four times and the result is overall MSA value is 0.718 and MSA value of each variable are >0.5. The result of Individual MSA test of each variable is show in following Table 8.

Table 8 Fourth MSA Test Result of Variables

| Instrument | Factors | MSA |
|------------|---|-------|
| MO1 | Top Management Support | 0,661 |
| MO2 | Evaluation of Management Performance | 0,667 |
| MO5 | Organizational Management System | 0,753 |
| STI1 | Speed of Internet Service Usage | 0,679 |
| STI2 | Improvement of Hardware System | 0,768 |
| STI3 | Website Security System | 0,756 |
| STI4 | Entire Work Information | 0,500 |
| STI5 | Authentication and Authorization Data | 0,791 |
| STI6 | Website Maintenance Routine | 0,714 |
| STI7 | Adequate Power Supply | 0,727 |
| SDM1 | Understanding of E-tendering Rules & Standards | 0,592 |
| SDM2 | Understanding of E-tendering Procedures | 0,879 |
| SDM3 | Understanding of ICT Systems | 0,732 |
| SDM4 | Experience in E-tendering Implementation | 0,686 |
| SDM5 | Training of E-tendering Implementation | 0,674 |
| SDM6 | Understanding of E-tendering Functions and Objectives | 0,803 |
| SDM7 | Ability to Use E-tendering Applications & Websites | 0,768 |

4.6 Determining Number Of Factors

After the MSA test stage, to determine the number of factors formed by looking at the eigenvalues in the Total variance cumulative table. According to [19] the formed factors should have the total initial eigenvalue >1.0 and the total cumulative percentage variance should be >60% [7]. By setting a threshold of 60%, researchers ensure that the resulting factor model includes most of the information contained in the original variables.

In this research, there are 17 factors that will be studied with the hope of providing a Cumulative Percentage Variance > 60%. where this percentage value is expected to represent and explain most of the variability in the original data. For more detail, see the Table 9 below:

Table 9. Total Variance Explained

| Component | Initial Eigenvalues | | | Extraction Sums of Squared Loadings | | |
|-----------|---------------------|---------------|--------------|-------------------------------------|---------------|--------------|
| | Total | % of Variance | Cumulative % | Total | % of Variance | Cumulative % |
| 1 | 5.800 | 34.118 | 34.118 | 5.800 | 34.118 | 34.118 |
| 2 | 2.754 | 16.199 | 50.317 | 2.754 | 16.199 | 50.317 |
| 3 | 1.881 | 11.062 | 61.379 | 1.881 | 11.062 | 61.379 |
| 4 | 0.983 | 5.784 | 67.162 | | | |
| 5 | 0.943 | 5.544 | 72.707 | | | |
| 6 | 0.792 | 4.657 | 77.364 | | | |
| 7 | 0.718 | 4.222 | 81.585 | | | |
| 8 | 0.617 | 3.630 | 85.215 | | | |
| 9 | 0.537 | 3.159 | 88.374 | | | |
| 10 | 0.531 | 3.126 | 91.500 | | | |
| 11 | 0.374 | 2.202 | 93.702 | | | |
| 12 | 0.358 | 2.105 | 95.806 | | | |
| 13 | 0.240 | 1.415 | 97.221 | | | |
| 14 | 0.190 | 1.115 | 98.336 | | | |
| 15 | 0.138 | 0.809 | 99.145 | | | |
| 16 | 0.112 | 0.660 | 99.804 | | | |
| 17 | 0.033 | 0.196 | 100.000 | | | |

From Table 9, that show there are 3 factors formed which represent 17 success factors of e-tendering implementation in Parigi Moutong regency. A scree plot was then generated based on the newly formed components. A graph known as a scree plot indicates the relationship between components and their eigenvalues. Figure 1's Scree Plot a representation looks like this:

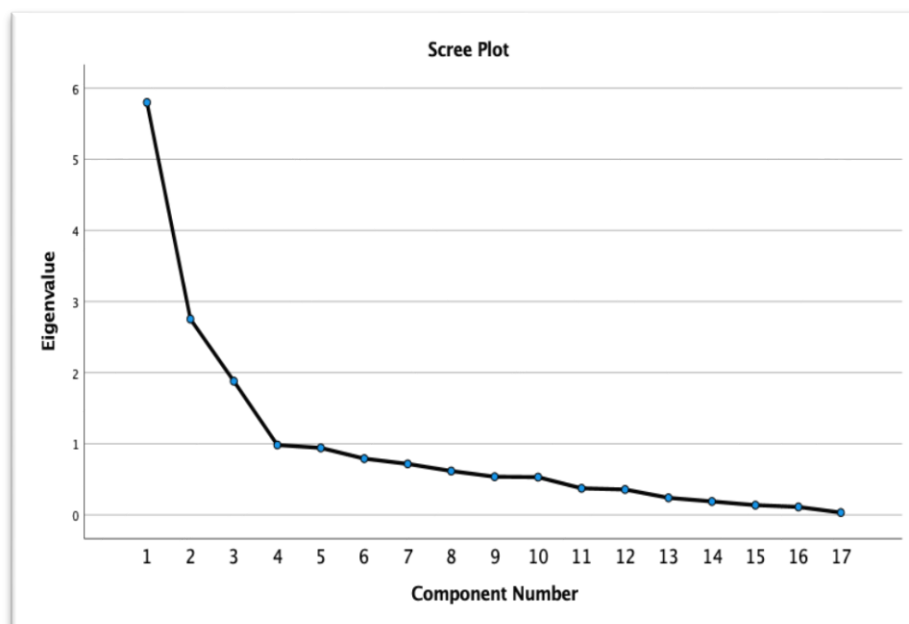


Figure 1: Scree Plot Curve

4.7 Extraction and Rotation Of Factors

Factor extraction is carried out when the number of generated factors has been determined. The initial process in factor analysis is called factor extraction, and its purpose is to split up many variables into several new variable sets or numerous factors with smaller values. Principal Component Analysis is a frequently utilized technique in factor extraction (PCA) [17]. The Component Matrix value was obtained from the three extracted components using the Principal Component Analysis (PCA) method. The resulting value is shown in Table 10 below:

Table 10. Rotated Component Matrix^a

| Component Matrix ^a | Component | | |
|-------------------------------|-----------|--------|--------|
| | 1 | 2 | 3 |
| MO1 | 0.119 | 0.760 | 0.103 |
| MO2 | 0.113 | 0.766 | 0.174 |
| MO5 | 0.077 | 0.215 | 0.768 |
| STI1 | 0.959 | 0.110 | 0.042 |
| STI2 | 0.565 | 0.043 | 0.348 |
| STI3 | 0.892 | 0.067 | 0.093 |
| STI4 | 0.048 | 0.609 | -0.101 |
| STI5 | 0.437 | 0.475 | 0.310 |
| STI6 | 0.425 | 0.117 | 0.448 |
| STI7 | 0.624 | -0.191 | 0.316 |
| SDM1 | 0.129 | 0.014 | 0.783 |
| SDM2 | 0.073 | 0.764 | 0.126 |
| SDM3 | 0.747 | 0.261 | -0.208 |
| SDM4 | 0.085 | 0.675 | 0.261 |
| SDM5 | 0.043 | 0.244 | 0.823 |
| SDM6 | 0.035 | 0.539 | 0.468 |
| SDM7 | 0.891 | 0.275 | 0.073 |

Table 10 of the Rotated Component Matrix above presents the component analysis results, which indicate that the loading factor values of the three created factors range from 0.4 to 1.0 which means that all variables that have been analyzed have an influence on the success of e-tendering implementation in Parigi Moutong Regency based on the contractor's perception.

In this research, the variable with the highest loading factor value was entered into the new factor where the variable was located to determine the factor group [6]. Component rotation is used to find out which elements are included in the new factor, as shown in table 11:

Table 11. Grouping Factors

| Factors | New Factor | | |
|---------|------------|--------|--------|
| | 1 | 2 | 3 |
| STI | 0.959 | 0.110 | 0.042 |
| STI3 | 0.892 | 0.067 | 0.093 |
| SDM7 | 0.891 | 0.275 | 0.073 |
| SDM3 | 0.747 | 0.261 | -0.208 |
| STI7 | 0.624 | -0.191 | 0.316 |
| STI2 | 0.565 | 0.043 | 0.348 |
| STI5 | 0.437 | 0.475 | 0.310 |
| STI6 | 0.425 | 0.117 | 0.448 |
| SDM1 | 0.129 | 0.014 | 0.783 |
| MO1 | 0.119 | 0.760 | 0.103 |
| MO2 | 0.113 | 0.766 | 0.174 |
| SDM4 | 0.085 | 0.675 | 0.261 |
| MO5 | 0.077 | 0.215 | 0.768 |
| SDM2 | 0.073 | 0.764 | 0.126 |
| STI4 | 0.048 | 0.609 | -0.101 |
| SDM5 | 0.043 | 0.244 | 0.823 |
| SDM6 | 0.035 | 0.539 | 0.468 |

4.8 Naming Factors

Based on the results of factor grouping in table 11, it is known that the results of factor analysis from this research produced 3 (three) new factors which will be named by researchers based on characteristics that match the factors. The names of the new factors include:

1. New Factor 1

The first new factor is a factor formed from 6 (six) factors, namely STI1 "Speed of Internet Service Usage" SDM7 "Ability of Human Resources to Use e-tendering Applications and Websites, STI3 "Website Security Systems", SDM3 "Human Resource Understanding of Technology and Information Systems", STI7 "Adequate Electricity Supply" and STI2 "Improvement of Hardware System". So based on these factors, researchers named the first new factor, namely Readiness of Technology and Human Resources Competence in e-Tendering.

2. New Factor 2

The second new factor is formed from 7 (seven) variables, namely STI5 "Authentication and Authorization of Data", MO1 "Support from Top Management", MO2 "Evaluation of Management Performance", SDM4 "Experience in Participating in the Implementation of e-tendering", SDM2 "Understanding of Resources Human Related to e-tendering Procedures", STI4 "Complete Information about Work" and SDM6 "Human Resources' Understanding of the Function and Purpose of e-tendering. Based on these factors, the researcher named the second new factor, namely Evaluation and Managerial Support in the Implementation of e-Tendering.

3. New Factor 3

The third new factor is formed from 4 (four) variables, namely STI6 "Routine Website Maintenance", SDM1 "Understanding of Human Resources Regarding e-tendering Rules and Standards", MO5 "Organizational Management System" and SDM5 "Implementation of e-tendering Training". Based on these factors, the researcher named the third new factor, namely the Enhancement of Technology and Managerial Competence In E-Tendering

4.9 Discussion

Three New aspects or factors that influence the success of e-tendering implementation in Parigi Moutong Regency based on contractor perceptions were identified by the study based on the results of factor analysis using The SPSS version 27 application. The following variables are present in these new factors or aspects:

a. Readiness of Technology and Human Resources Competence in e-Tendering.

Speed of Using Internet Services, Ability of Human Resources to Use e-tendering Applications and Websites, Website Security Systems, Human Resource Understanding of Technology and Information Systems, Adequate Power Supply and Improvement of Hardware System. With a value of 0.959, the variable with the highest loading value is Speed of Internet Service Usage. According to [4] Because effective technological readiness offers a dependable, quick, and secure website system, technological readiness and HR competency have a major impact on the success of e-tendering deployment. Aside from that, it's critical to have skilled human

resources using technology to manage the e-Tendering system to guarantee seamless operation devoid of technological hiccups. The readiness of Technology and Human Resources Competence influence the implementation of e-Tendering in process efficiency, The right technology and competent human resources can speed up the tender process, reduce administrative costs, and increase accuracy in data processing [13]. Table 11 displays the components of Readiness of Technology and Human Resources Competence in e-Tendering factor.

Table 12. Readiness of Technology and Human Resources Competence in e-Tendering factor

| | Factors | Loading Factor |
|------|--|----------------|
| ST11 | Speed of Internet Service Usage | 0,959 |
| ST13 | Website Security System | 0,892 |
| SDM7 | Ability to Use E-tendering Applications & Websites | 0,891 |
| SDM3 | Understanding of ICT Systems | 0,747 |
| ST17 | Adequate Power Supply | 0.624 |
| ST12 | Improvement of Hardware System | 0.565 |

b. Evaluation and Managerial Support in the Implementation of e-Tendering.

Aspects of Evaluation and Managerial Support in the Implementation of e-Tendering which are new factors that have been formed consisting of Evaluation of management performance, top management support, experience in e-tendering implementation, HR understanding of e-tendering procedures, understanding of e-tendering functions and objectives, entire work information and authentication and authorization data. the variable that has the highest factor loading value is the evaluation of management performance factor with a value of 0.766.

According to [22] Evaluation and Managerial Support have a significant influence on the success of e-tendering implementation, which having a routine evaluation throughout e-tendering implementation supports the identification of areas in which the e-tendering system needs to be improved, therefore promoting continual improvement.

Routine evaluation helps identify potential risks, while managerial support facilitates effective risk mitigation [3]. Factors included in the Evaluation and Managerial Support aspects in implementing e-tendering can be seen in Table 13.

Table 13. Evaluation and Managerial Support in the Implementation of e-Tendering Tendering factor

| | Factors | Loading Factor |
|------|---|----------------|
| MO2 | Evaluation of Management Performance | 0.766 |
| SDM2 | Understanding of E-tendering Procedures | 0.764 |
| MO1 | Top Management Support | 0.760 |
| SDM4 | Experience in E-tendering Implementation | 0.675 |
| ST14 | Entire Work Information | 0.609 |
| SDM6 | Understanding of E-tendering Functions and Objectives | 0.539 |
| ST15 | Authentication and Authorization Data | 0.475 |

c. The Enhancement of Technology and Managerial Competence in e-Tendering

the Enhancement of Technology and Managerial Competence in e-Tendering are a new factor or aspect that have been formed consist of 4 (four), training of e-tendering implementation, understanding of e-tendering rules & standards, organizational management system and website maintenance routine. Training of e-tendering implementation has the highest factor loading value is 0.823. According to [19] Technological enhancement automate processes, reducing time and costs, while managerial competence ensures optimal use of technology. Managerial competencies facilitate effective communication with stakeholders about technological changes and their benefits. Factors included in the Enhancement of Technology and Managerial Competence in e-Tendering can be seen in Table 14.

Table 14. The Enhancement of Technology and Managerial Competence in e-Tendering factor

| | Factors | Loading Factor |
|------|--|----------------|
| SDM5 | Training of E-tendering Implementation | 0.823 |
| SDM1 | Understanding of E-tendering Rules & Standards | 0.783 |
| MO5 | Organizational Management System | 0.768 |
| ST16 | Website Maintenance Routine | 0.448 |

V. CONCLUSION

There are three new factors or aspects that affect the success of e-tendering implementation in Parigi Moutong Regency were used to produce the factor analysis results using the factor analysis method. The readiness of technology and human resource competence in e-tendering, the evaluation and managerial support in e-tendering implementation, and the enhancement of technology and managerial competence in e-tendering are three factors those influence of implementation of e-tendering.

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