ABSTRACT

In the last few years, the combination of high technology computer and telecommunication has created a new invention called Internet. By using Internet, companies can communicate, change information and make transactions not only internal but also external of the company. This cooperation link between companies known as Business to Business (B2B). Purchasing department has carried on transaction among companies using B2B. B2B is important, because both the buyer and the supplier/seller need sophisticated technology that can speed up the process with less cost, enhance support to customers and at the end will increase benefit for the company.

There are many factors that influence the purchasing process with B2B such as change of the system, time of processes, quality and costs of material and security of the transaction. This research will survey the Purchasing process with B2B in construction industry companies in Indonesia. The objective of this research is to obtain any factors of purchasing that influence B2B performance, which is measured by direct and indirect benefit to the company. From the research it will also be known the opinion of the management in construction industry in acknowledgement of B2B in their company in facing the global competitive market. This research will also help Information System consultants and experts who want to take part in upgrading the computer system in the construction industry companies in Indonesia.

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