

**INFLUENCE OF SUPPLY BASE LEVERAGING PRACTICES ON PROCUREMENT  
PERFORMANCE AMONG PUBLIC INSTITUTIONS IN KENYA: A CASE OF KENYA FOREST  
SERVICE**

**Stephen Mutiso**

Msc. Procurement and Logistics,

Jomo Kenyatta University of Agriculture & Technology

**Dr. David Kiarie Mburu**

Lecturer

Jomo Kenyatta University of Agriculture and Technology

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## **ABSTRACT**

Procurement performance has increasingly become prominent in the print and electronic media

underlining how public entities handle the entire process. Procurement is perceived as prone to corruption; occasioning waste and affecting quality of service and life improving opportunities. There is need to reverse this worrying trend and win public confidence. Despite Government efforts to improve the procurement system, it is still marred by shoddy works, poor quality goods and services. Improper implementation of recommended performance standards results in unnecessarily high operation costs, uncoordinated business activities, inability to achieve domestic policy goals, and failure to attract and retain professionals. Despite its importance, limited scientific research has been undertaken to examine the influence of supply base leveraging practices on procurement performance in public institutions in Kenya. The purpose of the study was to examine the influence of supply base leveraging practices on procurement performance among public institutions in Kenya a case of Kenya Forest Service with an aim of making recommendations on proper use of supply base leveraging practices. The study aimed to establish how supplier development, supplier partnerships, early supplier involvement and supplier appraisal affect procurement performance. There is no evidence of a study that has investigated the influence of supply base leveraging practices on procurement performance among public institutions in Kenya with reference to Kenya Forest Service hence the necessity to conduct it. To achieve this, the researcher reviewed both theoretical and empirical literature and proposed the research methodology that addressed the gaps identified in literature as well as answer the stipulated research questions. This research study adopted a descriptive research design approach. The researcher preferred this method because it allows an in-depth study of the subject. A census was conducted where all the 72 staff in procurement department was issued with questionnaires. Data was collected using self-administered questionnaires. The data collected was analyzed by use of descriptive and inferential statistics. The quantitative data generated was keyed in and analyzed by use of Statistical Package of Social Sciences (SPSS) version 22 to generate information which was presented using tables, charts, frequencies and percentages. The multiple regression model was used to show the relationship between the dependent variable and the independent variables. The response rate of the study was 76%. The findings of the study indicated that supplier development, supplier partnerships, early supplier involvement and supplier appraisal have a positive relationship with procurement performance in Kenya Forest Service. Finally, the study recommended that public institutions should embrace supply base leveraging practices so as to improve procurement performance and further researches should to be carried out in other public institutions to find out if the same results can be obtained

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**Key Terms: Supply Base Leveraging, Procurement Performance, Early Supplier Involvement, Supplier Development, Supplier Partnerships, Supplier Appraisal**

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