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## **E-Procurement - Unocal's Perspective**

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### **Abstract**

The presentation provides an over view of Unocal's perspective of e-procurement and what has actually been achieved internally to date. A philosophy of "launch, learn and adjust" is presented as a key learning. An outline of the possibilities that e-procurement may generate in the industry is included, and some of the issues surrounding the achievement of success are addressed.

Some of the evolving e-procurement tools, their potential applications and how they may affect the way business is done in the future is considered. The role of "exchanges" is highlighted together with some reasoning as to why they might be important.

Finally, mention is made of how Unocal responds to the various sentiments that e-procurement invokes within the different sectors of the industry.