

ABSTRACT

The purpose of this study was to examine the effect of Perceived Benefits, Critical Success Factors Ownership, and Business Partner Influence on E-procurement Adoption by supplier and also to see the impact of E-procurement Adoption on Business Relationship Intimacy between supplier and buyer party (study in supplier who have been working together with PT. Pertamina (Persero) Marketing Operation Region IV).

The population in this study were all supplier who had been partnering with PT. Pertamina (Persero) MOR IV especially took part in procurement activities on any kinds of needs such as construction, outsourcing, etc at least in the last 4 years who happen to be the sample for this research also (total sample surveyed is 37 companies). PLS-SEM analysis is carried out based on the results of data obtained from the questionnaire which previously has been distributed to all the samples and answered properly.

This study concludes the following: perceived benefits, critical success factors ownership, and business partner influence positively influence e-procurement adoption variable and also the adoption had positive influence on business relationship intimacy between supplier and buyer.

Keywords: *perceived benefits, critical success factors ownership, business partner influence, e-procurement adoption, relationship intimacy*