Abstract

The paper concerns with vendor lock-in in public procurements on information and communication technologies (ICT), examined it in general and theoretically handle how it could be prevented. The primary aim of the study is to find out if some criterions of public procurements lead to higher lock-in rate or not and if higher vendor lock-in rate leads to the higher profit of the suppliers. The results showed that higher number of bids in the initial procurements leads to lower lock-in rate. On the other hand, the hypotheses about the European Union (EU) funds and the price criterion were not proved. Also, we have not proved the hypothesis that higher lock-in rate leads to the higher profit of the suppliers. Another finding of the paper is that public sector suffers from the oldness of the information systems. Plenty of the information systems is older than 11 years old. That is also the reason that many initial procurements for the information systems are not available in the dataset (it is related to at least 148 information systems). That is the reason for our quite small sample and could be the reason for the results we got. The recommended steps, to lower the level of lock-in, include the creation of the ICT strategy, guidance to contract documentation and a request to suppliers to use open standards and open source software.

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