



IMPLEMENTATION OF THE LOCAL E-CATALOG POLICY IN AN EFFORT TO EMPOWER MSMEs IN THE PROCUREMENT OF GOVERNMENT GOODS/SERVICES IN TANAH BUMBU REGENCY

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Abstract

This research discusses the implementation of the Local E-Catalog Policy of the Tanah Bumbu Regency Government in following up on presidential policy through the Presidential Instruction on Accelerating Increased Use of Domestic Products and Micro Business, Small Business and Cooperative Products in the Context of the Success of the National Movement to Make Proud of Made in Indonesia in Organizing Procurement Government Goods/Services. Regional governments are at the core in terms of accelerating the implementation of the Presidential Instruction because regional governments are home to Micro Businesses, Small Businesses and Cooperatives. Research data was obtained through observation, literature study, and interviews with parties directly involved in policy implementation. Data analysis uses qualitative methods. This research aims to analyze the implementation of local e-catalogs in efforts to empower MSMEs in the procurement of government goods/services in Tanah Bumbu Regency and to analyze the factors that hinder the implementation of local e-catalog policies in efforts to empower MSMEs in the procurement of government goods/services in the Regency. Land of Spices. The Coaching Clinic activities carried out by the Regional Government of Tanah Bumbu Regency are very useful and optimal in efforts to implement local e-catalog policies in an effort to empower MSMEs in the procurement of government goods/services in Tanah Regency.

Keywords: Implementation, Local e-catalog, Empowerment, MSMEs.

INTRODUCTION

E-Procurement is an auction system in the procurement of goods/services by the government by utilizing internet-based technology, information and communication facilities (Rahman, 2021; Reza, 2015; Arman & Sari, 2022)). Before the implementation of e-procurement in the world of goods/services procurement, the process of procuring goods and services was carried out in a conventional way, namely directly bringing together related parties in the procurement which could give rise to various irregularities in its implementation (Murti et al., 2022; Azzahrah, 2020). Therefore, the establishment of an e-procurement system has transformed the procurement process for the better (Nurlukman, 2017; Sari & Winarno, 2012).

According to the Government Goods/Services Procurement Policy Institute, this problem is caused by, among other things, auction announcements that are not transparent (Mulyono, 2017), tender arrangements (Adriana, 2021), violates procedures in the procurement process (Umar et al., 2021), intervention occurred against the committee (Danuta, 2017), specifications or requirements for procurement documents directed at certain parties and the committee's lack of focus in carrying out tasks due to double/side tasks (Siallagan & Dwijatenaya, 2022). These various irregularities are administrative in nature and related to the budget, such as corruption, collusion and budget mark-ups which ultimately harm state and regional finances.

The implementation of e-procurement is included in one of the national programs to realize a government that is clean and free of Corruption, Collusion and Nepotism (Hidayat, 2020; Mulyono, 2017; Sukmawati & Alwi, 2019). Where later, through this program, all government agencies, both central and regional, must implement e-procurement in the procurement of goods/services (Setyadiharja, 2017; Aini et al., 2023; Jatiningtyas & Kiswara, 2011). The implementation of e-procurement was socialized in all regions in Indonesia in 2009.

Procurement of goods/services must be open to providers of goods/services who meet clear and transparent requirements in order to create healthy competition (Arifin & Haryani, 2014). With this open principle, every competent provider will have an equal opportunity to participate and even win the tender (Faujianto et al., 2023). In the process of procuring goods/services, there are basic principles that serve as a reference in implementing the process. The basic principles of procurement of goods/services include efficient, effective, open and competitive, transparent, fair or non-discriminatory, and accountable. These six principles are implemented with the aim of encouraging good goods/services procurement practices and reducing budget leaks (clean governance).

In government procurement of goods/services, a procurement system has been developed based on an information system that contains lists, types of technical specifications and prices of goods contained in a list called an electronic catalog (e-Catalogue). The electronic catalog is developed and managed by the Government Goods/Services Procurement Policy Institute (LKPP) to be used by all Ministries/Institutions/Regional/Institutional Work Units (K/L/D/I) in the context of procuring goods and services to meet office needs. The inclusion of information regarding the type, technical specifications and price of goods in the e-Catalogue is based on an agreement between the goods provider and LKPP. For goods that have been included in the e-Catalog, every work unit that needs goods can procure them by dealing directly with the provider, placing orders and negotiating prices which ends with producing proof of purchase.

In procuring goods/services in current conditions, e-catalog is the most highly recommended method for selecting goods/services. This happened due to the issuance of Presidential Instruction Number 2 of 2022 concerning the Acceleration of Increasing the Use of Domestic Products and Products of Micro Businesses, Small Businesses and Cooperatives in the

Context of Making the National Movement Proudly Made in Indonesia a Success in the Implementation of Government Procurement of Goods/Services.

The Presidential Instruction was addressed to Ministers, Heads of Non-Ministerial Institutions, Attorney Generals, TNI Commanders, Police Chiefs and Regional Governments, one of which was the Ministry of Cooperatives and SMEs (KemenkopUKM). Secretary of the Ministry of Cooperatives and SMEs, Arif Rahman Hakim, explained that the Presidential Instruction is an acceleration of the implementation of PP No. 7 of 2021 concerning convenience, protection and empowerment of cooperatives and MSMEs.

In response to this, the Ministry of Cooperatives and SMEs is taking steps, including together with the Government Goods/Services Procurement Policy Institute (LKPP) to simplify the mechanism for MSMEs to be included in the LKPP e-catalogue. "Then integrate the MSME catalog system with the LKPP E-catalog.

Currently, the local government of Tanah Bumbu Regency, through the Goods/Services Procurement Section of the Regional Secretariat, has carried out the process of procuring government goods/services using the e-procurement method via e-purchasing (local catalog) from 2022 until now. This can be seen from the data on the number of goods/services showcases displayed in local catalogs in 2022 which is only 21 (twenty one) showcases and in 2023 it will increase to 36 (thirty six) goods/services showcases.

In general, the Goods/Services Procurement Section has the task and function of carrying out the process of selecting providers of government goods/services. One method of selecting providers is through the e-purchasing (Catalog) method. The issuance of Presidential Instruction Number 2 of 2022 confirms that the procurement of goods/services prioritizes the concept of using domestic products in order to increase the role of MSMEs in government procurement of goods/services. The President emphasized that all regional heads should follow up on the Presidential Instruction by issuing policies in their respective regions and forming teams in their respective regions to speed up the implementation of the Presidential Instruction. The team involved several SKPDs who are leading sectors in implementing the Presidential Instruction. The Goods/Services Procurement Section is one of the teams tasked with managing the local catalog system through the SPSE application.

Based on the description of the conditions and assumptions above, the author is interested in conducting research on the Implementation of the E-Catalog Policy in Efforts to Empower MSMEs in the Procurement of Government Goods/Services in Tanah Bumbu Regency.

RESEARCH METHODS

This research uses a qualitative research approach with a descriptive type. The data collected takes the form of words or images rather than numbers. This research will be carried out in the Procurement of Goods and Services Section of the Regional Secretariat of Tanah Bumbu Regency which is located on Jl. Dharma Praja No 1, Gunung Tinggi, Batu Licin District, Tanah Bumbu Regency, South Kalimantan 72273.

To obtain more data, researchers used data collection techniques consisting of literature study, observation, interviews and documentation. This literature study is carried out with various kinds of books and scientific works such as theses, theses, journals and other writings related to the problem to be researched. Through observations, researchers conducted observations in the Goods/Services Procurement Section to find out about the implementation of local catalogs in order to empower micro businesses in government procurement of goods/services. Furthermore, interviews were conducted with the aim of obtaining in-depth information about the objects and problems of the research to be carried out, namely regarding

the implementation of local catalogs in empowering micro businesses in the procurement of goods/services. The data is complemented by documents related to the results of the implementation obtained during the research process, the researcher's field notebook, drawings or photos during data collection.

Data analysis is the activity of grouping, creating a sequence of manipulating and improving data so that it is easy to create a description. According to Miles and Huberman (1992), analysis consists of three streams of activities that occur simultaneously, namely data reduction, data presentation, and drawing conclusions.

RESULTS AND DISCUSSION

The issuance of the PBJ Presidential Instruction means that the government goods/services procurement sector is now focused on increasing the use of domestic products and products of micro businesses, small businesses and cooperatives (Ramadannisa, 2023). In terms of increasing the use of domestic products and products from micro businesses, small businesses and cooperatives, a policy that is in the same direction between parties is needed to be able to achieve the targets prepared by the PBJ Presidential Instruction. The PBJ Presidential Instruction instructs the Head of LKPP to:

- 1) Increase the number of products to 1,000,000 (one million) products in the Electronic Catalog, especially domestic products,
- 2) Providing access to data and information related to the General Procurement Plan Information System (SiRUP), e-Tendeing, E-Purchasing, non-e-Tendering and non-E-Purchasing, as well as e-Contracts so that they can be extracted early as an Early Warning System / monitoring mechanism,
- 3) Carrying out improvements to statutory regulations and the Government Procurement of Goods/Services system in order to accelerate the increase in the use of domestic products and products of Micro Businesses, Small Businesses and Cooperatives to make the National Movement Proudly Made in Indonesia a success in the implementation of Government Goods/Services Procurement,
- 4) Increasing the inclusion of domestic products, Micro Businesses, Small Businesses and Cooperatives in the National Electronic Catalog and Online Stores,
- 5) Accelerate the formation of Sectoral Catalogs and Local Catalogs in more than 400 (four hundred) Ministries I Institutions and Regional Governments,
- 6) enter the 'Domestic Products' input menu in the E-Contract, to identify the value of domestic products in Ministries/Agencies and Regional Government expenditures; And
- 7) Providing database access to relevant Ministries/Agencies and Regional Governments that require evaluation and monitoring, demand analysis, financial analysis, economic analysis, inspections and audits.

This specific instruction to the Head of LKPP was responded to by LKPP as the government agency tasked with developing and formulating policies for Government Procurement of Goods/Services by issuing Circular Letter of the Head of LKPP Number 06 of 2022 concerning the Acceleration of Shopping for Domestic Products and Products of Micro Businesses, Small Businesses and Cooperatives Through the Local Government Electronic Catalog (hereinafter referred to as SE LKPP) on June 17 2022. This circular letter is addressed to Governors and Regents/Mayors throughout Indonesia. The LKPP SE is also motivated by the results of LKPP monitoring which, as of May 2022, the percentage of Regional Governments that have displayed products and carried out transactions in the Local Electronic Catalog is less

than 10% (ten percent) of the 2022 target which is targeted at more than 400 (four hundred) Local government. This Circular Letter is intended to provide guidance for Regional Governments to accelerate Local Electronic Catalogs in order to increase the use of Domestic Products and Micro Business, Small Business and Cooperative products. The LKPP SE instructs the Governor and Regent/Mayor to pay attention to the following matters:

- 1) Encourage the implementation of the initiation of making display cases for the inclusion of goods/services and local business actors in the Local Electronic Catalog,
- 2) Can collaborate with associations/associations of business actors in order to accelerate the display of goods/services and business actors in the Local Electronic Catalogue,
- 3) In the event that 1 (one) storefront contains only 1 (one) goods/services or 1 (one) business actor, the Regional Head should immediately add goods/services or business actors to that storefront to increase competition among business actors, there must be a minimum of 3 (three) business actors in 1 (one) storefront,
- 4) Develop a policy that requires Commitment Making Officers/Procurement Officials at Regional Apparatus to purchase Domestic Products and Micro Business, Small Business and Cooperative products through Local Electronic Catalogues,
- 5) Confirming to the Head of the Regional Government Goods/Services Procurement Work Unit (UKPBJ) to work together with agencies that have the authority to handle Domestic Products and Micro Business, Small Business and Cooperative products to prepare business actors to participate in the Local Electronic Catalog,
- 6) In order to accelerate the addition of Domestic Products and Micro Business, Small Business and Cooperative products: (1) Addition of registration services at Public Service Malls; and (2) Creating an Electronic Procurement System (SPSE) user account for prospective Local Electronic Catalog providers.

Together with the publication of the SE LKPP, all Governors, Regents/Mayors throughout Indonesia must respond to the policies issued by the LKPP, including the Tanah Bumbu Regency Government led by Regent I Nengah Tamba. A policy consists of a statement regarding targets and one or more broad guidelines for achieving targets so that they can be achieved jointly and provide a framework for program implementation (Syafarruddin, 2008). The Tanah Bumbu Regency Government responded to the PBJ and SE LKPP Presidential Instructions by issuing the Tanah Bumbu Regent's Instruction Number B/530/5136/DKUMP2-BUP/VI/2022 concerning the Use of Domestic Products, Small and Medium Industrial Products, Micro Businesses, Small Businesses and Domestic Cooperatives Acceleration of the Proudly Made in Indonesia National Movement in the Implementation of Government Goods/Services Procurement within the Tanah Bumbu Regency Government on June 30 2022. Furthermore, with the issuance of instructions from the Regent of Tanah Bumbu, this was further strengthened by issuing a circular letter from the Regent of Tanah Bumbu Number B/020/1870/ID-IW .I/IX/2022 dated 1 September 2022 concerning the realization of purchases of goods/services through local e-catalogs addressed to Heads of Regional Apparatus Organizations (OPD), Subdistrict Heads throughout Tanah Bumbu Regency, and Directors of State Hospitals and instructing all Procurement Officials to be able to convey information and carry out further outreach specifically related to the E-Purchasing method which will be the focus in the process of purchasing Domestic Products and Micro Business, Small Business and Cooperative products through the Local Electronic Catalogue. The circular letter from the Regent of Tanah Bumbu contains in order to encourage the acceleration of spending on Domestic Products and Products of Micro Businesses, Small Businesses and Cooperatives in the

Procurement of Government Goods/Services through Local Electronic Catalogs, so that Heads of Regional Apparatus Organizations pay attention to the following matters:

- 1) The Budget User (PA) as the person responsible for activities in preparing the Work Plan and Budget (RKA) which includes the procurement of goods/services has considered, among other things, the availability of the required goods/services in the form of domestic products/services.
- 2) The Budget User (PA) orders the Budget User Authority (KPA)/Commitment Making Official (PPK) to plan the use of domestic products since the preparation of technical specifications/Work Terms of Reference (KAK) for Goods/Services.
- 3) Budget Users (PA) order KPA/PPK to include/mark (Tagging) Domestic Products in each Goods/Services Procurement package in the SIRUP (General Procurement Plan Information System) application.
- 4) Budget Users order the KPA/PPK/Pojka Election/Procurement Officials to prioritize Domestic Products in the Tender, Fast Tender, Direct Appointment, Direct Procurement and E-Purchasing processes.
- 5) Prioritizing E-Purchasing as referred to anka a, if the technical specifications, performance, function and volume of goods/services requirements can be fulfilled by Domestic Products that are listed in the Electronic Catalog.
- 6) Commitment Making Officer/Procurement Officer at Regional Apparatus Organizations for purchasing Domestic Products and products for micro businesses, small businesses and cooperatives through the Tanah Bumbu Regency Local Electronic Catalog which is already available.
- 7) The implementation of E-Purchasing refers to the provisions of LKPP Regulation Number 9 of 2021 concerning Online Shops and Electronic Catalogs in the Procurement of Government Goods/Services and the Decree of the Deputy for Monitoring - Evaluation and Information System Development of LKPP Number 38 of 2021 concerning Procedures for Organizing Online Shops.

From the points that need to be considered, the method of socialization is very important to obtain participatory support from the community (Muslim, 2007; Hendrik, 2010; Hulu et al., 2018). It is hoped that the delivery of information and outreach carried out by procurement officials can increase the number of providers registered and displayed in the local catalog of Tanah Bumbu Regency through the LPSE system. All procurement officials in the Tanah Bumbu Regency Government, totaling 45 people and spread across several OPDs, will immediately disseminate domestic products and products from micro businesses, small businesses and cooperatives through local electronic catalogs to every OPD under their responsibility. Of course, the output/results from this socialization can increase transactions via E-catalog to accelerate the implementation of the PBJ Presidential Instruction. However, from the results of socialization and implementation of transactions using the E-Purchasing method which is applied in all OPDs of Tanah Bumbu Regency, not all of them are in accordance with the expected results. There are still many technical obstacles/problems faced by procurement officials in the field, starting from the limited capabilities of Human Resources (HR) in each OPD who still do not understand the transaction mechanism using the E-Purchasing method. This was also expressed by Juliansyah, ST, MT. who is the Procurement Officer in the General Section of the Regional Secretariat and Tanah Bumbu Regency Transportation Service as follows: *"I continue to conduct socialization about local catalogs and convey information to the two agencies that I handle, and from both of them I discovered several basic problems, such as ignorance of*

human resources in their agencies about how and what e-catalog transactions are. "This is what makes us confused because on the one hand there are instructions from superiors to use e-catalog as a top priority, but on the other hand, the OPD still doesn't know and isn't used to it."

This was also expressed by Gusti Hairul Ikhsan, S.Kom. who is the Procurement Officer at the Tanah Bumbu District Health Service as follows: *"In general, the Health Service has procured goods/services through local catalogues, but in its implementation SKPD (PPK and PPTK) are still not used to it and do not really understand the catalog process."*

In this case, we also conducted interviews with several service providers regarding their responses regarding the implementation of local catalogs. The same thing was also expressed by Mr. M. Busairi as owner of CV. Anugrah Pratama Lestari with the following response: *"We welcome this local catalog. With the local catalog we can join in local government projects. This local catalog information allows me to complete all my business permits. The catalog process is also fast without having to meet face to face with the SKPD. Just like we shop in other marketplaces. "It's just that the government needs attention so that we can disseminate the catalog regularly for us if there is a possibility that there will be developments in the system."*

Mr Herdianto, owner of the individual business Heri Anugrah Bersujud, said the same thing: *"I myself am happy with the implementation of this local catalog, it's just that sometimes we as providers of this lack human resources, especially since everything is done through an online system so we need training and assistance. We have to do a lot of coordination and consultation with BPBJ. "The Clinical Coaching service that has been implemented by the Procurement Department is very useful for us as providers of goods/services."*

In this research, interviews were also conducted with the Tanah Bumbu Regency Catalog Team. We conducted an interview regarding the MSME registration process at SPSE. We conducted an interview with Imam Tri Alamsyah, S.Kom as provider registration verifier at SPSE. Following is his response: *"Until now, many MSMEs are interested in participating in the local catalog and we in the Goods and Services Procurement Section provide advice to immediately register at SPSE. During registration, I as a verifier will ask for several documents that are required in the e-catalog system. Apart from that, the helpdesk team and I also provide assistance to providers from start to completion of registration. Only sometimes the problem is that their human resources are still not optimal in operating computers, which makes us provide extra assistance."*

Researchers also conducted interviews with Mrs. Ir. Haryani, ST, M.Eng Head of Goods/Services Procurement Section regarding how to implement local catalogs on the role of MSMEs in Tanah Bumbu. In the interview he stated that: *"I see that to date, MSMEs in Tanah Bumbu have responded positively to this local catalog. This can be seen from the number of product showcases displayed in the local Tanah Bumbu catalogue, where in 2022 there were only approximately 22 showcases, but now there are up to 36 showcases. "This means that Tanah Bumbu MSMEs are enthusiastic about showcasing their products."*

Regarding obstacles in the field, he stated that: *"Sometimes providers are still not used to the system so they still need assistance and coaching, so we always open a "Coaching Clinic" here for daily consultations for SKPD and providers. "We have also developed local catalogs through outreach activities."*

During this research, the researcher also conducted an interview with Mrs. Mila Wardi as Head of the UKM Section at the Department of Cooperatives, Micro, Small, Medium Enterprises, Trade and Industry about the role and reaction of MSMEs in Tanah Bumbu to the implementation of the local catalog. In this case he stated that: *"I see that MSMEs in general have been involved and played a role in this local catalog. We ourselves, as SKPD, are the leading sector in implementing Presidential Instruction No. 2 of 2021, always making efforts to provide outreach to MSMEs."*

Researchers also conducted interviews with Mr, Aries Munandar, ST as Sub Coordinator for LPSE Management in the Goods/Services Procurement Section. In the interview he said that: *"We see that MSME providers registering with LPSE are increasing. One proof that MSMEs play a role in local catalogs can be seen from the increase in the number of showcase displays this year, more than in 2022. And the number of providers listing their businesses in the catalog is also increasing."*

The researcher also conducted an interview with him regarding the responses and reactions of MSMEs in facing the local catalog. He said: *"During the existence of this local catalog there were various reactions from providers, some responded positively because they felt that with this local catalog the process was faster without face to face contact and their products could be known to providers outside Tanah Bumbu. On the other hand, there are also those who are less enthusiastic because their human resources are lacking in carrying out transactions through the system so they need to learn or even have to add personnel who can operate computers. But we also always accompany them and provide convenience, as long as their requirements are complete, we will help with the registration process at SPSE."*

From several interviews that have been carried out, it can be seen that human resource and coordination issues are still the main problems that must be overcome in order to support the implementation of the PBJ Presidential Instruction. Apart from outreach with OPD leaders, UKPBJ also carries out outreach to Micro Enterprises, Small Enterprises and Cooperatives in Tanah Bumbu Regency to increase participation in government procurement of goods/services through the E-Purchasing method in the Tanah Bumbu Regency Local Catalog. Based on the socialization carried out by UKPBJ, several problems were found which meant that many Micro Enterprises, Small Enterprises and Cooperatives had not yet registered in the local E-catalog. Some of the problems gathered from the perspective of Micro Business, Small Business and Cooperative actors in Tanah Bumbu Regency include; there are many requirements needed to register for a local catalogue, the lack of information available regarding local catalogues, and the lack of interest among business actors to get involved in the local catalogue of Tanah Bumbu Regency. Of these problems, the most fundamental is the Human Resources problem, so the Procurement Section carries out a clinical coaching program for procurement of goods and services and catalog outreach activities to providers and SKPD regarding the implementation of PDN and TKDN in local catalogs.

The results of data collection carried out by researchers on the LPSE website in several local catalog display cases are as shown in Table 1.

Table 1. MSME actors registered in the Local E-Catalog

No	Storefront Name	2022	2023
		Number of Registered Business Actors	Number of Registered Business Actors
1	Official Clothing and Traditional Cloth	4	23

	of Tanah Bumbu Regency		
2	Food and Drinks of Tanah Bumbu Regency	54	123
3	Tanah Bumbu Regency Vehicle Service	0	3
4	Materials	2	5
5	Staple Ingredients of Tanah Bumbu Regency	22	32
6	Office stationery	21	69
7	Electronic equipment and supporting equipment	25	70
8	District Farm Animals	5	7
9	Shopping for District Media Materials	4	53
10	District Cleaning Services	4	15

Source: Tanah Bumbu Regency LPSE Local Catalog 2022 and 2023 (self-processed)

From the table data above, it can be concluded that in general there is an increase in business actors' interest in participating in government procurement of goods/services via E-Catalog. The data presented above cannot be separated from the results of outreach from procurement officials to business actors which in a short period of time can increase the interest of micro, small and cooperative business actors in Tanah Bumbu Regency to register in the local catalog.

The policies taken/initiated by the Tanah Bumbu Regency Government are in accordance with what is expected in the PBJ Presidential Instruction and LKPP SE to encourage the acceleration of the display of domestic products and Micro Business, Small Business and Cooperative products in the Sectoral Catalog/Local Catalog. Government procurement of goods/services must be able to improve the economy for both business actors and society through economic equality and sustainable development (Kamal, 2020; Kalang, 2022). So it can then be concluded that the policy direction issued by the president through the PBJ Presidential Instruction can be implemented well with the support of regional heads' policies.

MSMEs have a major contribution to Indonesian economic growth. This statement is proven by two things. First, the employment rate for MSMEs was recorded at 96.9%, according to the Coordinating Ministry for the Economy of the Republic of Indonesia (2022). This role is certainly very important considering that providing employment opportunities can reduce social disparities that trigger crime. Apart from that, MSMEs also contribute a large portion of domestic income (GDP) at 60.5%.

From a market perspective, MSMEs are also strong with a focus on domestic fulfillment and providing products needed by the wider community. Thus, if a global economic crisis occurs, MSMEs can rely on their own country's market and are less likely to be affected by global economic conditions. This statement is supported by the fact that MSME production factors do not depend on foreign exchange, and are more able to survive the crisis than large businesses.

The results of an interview with one of the local catalog managers, namely Mr. Ervan Tantoro, S. Kom, regarding the obstacles often faced by MSMEs in participating in the procurement of goods/services, he said: *"Currently, the obstacle that many people face is the lack of human resources possessed by MSMEs in carrying out transaction processes through catalogues. For providers of goods/services whose educational level is still low, they are unable to operate computers so they need to add more energy to carry out these transactions. This is also influenced by their age. With their age, perhaps most of them being over 40 years old, it is difficult for them to be able to accept the*

explanation we give. "Apart from that, location constraints with inadequate internet coverage also affect catalog transactions."

Based on several interviews conducted, the author concludes that MSMEs lack human resource capabilities in implementing local catalogs. A low level of education greatly affects the quality of human resources so that mentoring, training and outreach regarding local catalogues for MSMEs is necessary. Apart from the human resource factors owned by MSMEs, financial factors also have a big influence in the development of MSMEs.

The results of the interview we conducted with one of the providers from CV. Borneo Optimus Solusin he stated: *"The obstacles we often face in the field at the moment are related to finances, we don't have a large amount of capital to develop our business so we have to reject many transactions because we can't provide them in a short time because we have to wait for the initial transaction to be paid first. Hopefully this complaint can get attention from the government and the requirements will be made easier."*

From these various statements, the author concludes that the most dominant inhibiting factors in implementing local catalog policies for MSMEs are personnel and economic factors. Personnel factors, namely The low human resource capabilities possessed by MSMEs are influenced by the age and education factors of MSME managers, while the economic factor is the lack of maximum capital/financial capabilities possessed by MSMEs to develop their businesses.

CONCLUSION

The coaching and advocacy activities for procurement of goods/services carried out by the Goods/Services Procurement Section of the Tanah Bumbu district regional secretariat through clinical coaching activities were declared optimal in efforts to empower MSMEs in the procurement of goods/services in Tanah Bumbu district. This can be seen from the increase in the number of MSME business actors registered in the local catalog of Tanah Bumbu Regency. There are two main inhibiting factors in efforts to empower MSMEs in the local catalog: personnel factors and economic factors.

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