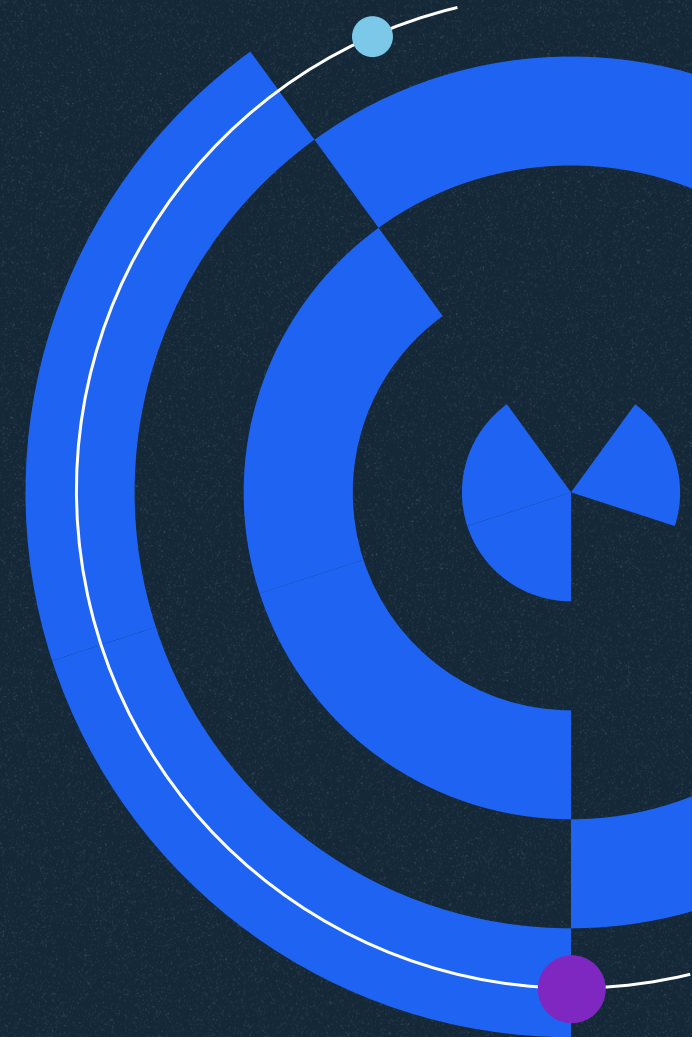


Your ProcureTech Stack in the Era of AI

Executive roundtable | SievoFriends Chicago 2026

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The question is no longer whether AI works. It is whether you trust it enough to let it run.

43% of procurement organizations are deploying AI, only 12% at scale (Hackett Group, 2026)

Yesterday: AI as a pilot

Copilots that assist a user

Point solutions bolted onto existing workflows

Value locked in demos and slide decks

Success measured in adoption and enthusiasm

Now: AI as infrastructure

Agents that reason, decide and act

Systems thinking end to end, not tool by tool

Value measured in the P&L, not the demo

Trust, not novelty, is the differentiator



Four layers, and the seams between them matter as much as the tools

AGENT EXECUTION

Homegrown agents, SAP Joule, Microsoft Copilot, ServiceNow, partner agents. The last mile, and it is exploding.

ORCHESTRATION

Intake, routing, approvals, guardrails. Where humans and agents work in the same process.

DATA & INTELLIGENCE

Your internal data, external market data and community benchmarks, cleansed and classified. One source of truth for humans and agents.

TRANSACTIONAL CORE

ERP and S2P: suppliers, POs, invoices, contracts. The system of record. Not going anywhere.

THE QUESTION HAS CHANGED

From "which suite do we buy?"

To "which layers, connected how?"

The monolithic suite model is giving way to connected best-of-breed layers. 10 to 30 tools, not one, and not a thousand.

THE HARD TRUTH

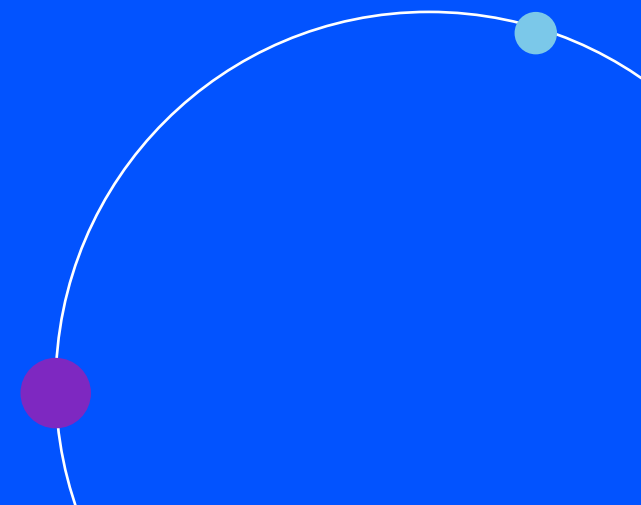
AI without trustworthy data is just a faster way to make bad decisions.

Great data is not created by AI. It fuels AI. Every agent above the data layer is only as good as what sits underneath it.

CLAIM 1 OF 5

**The last 18 months
changed procurement
more than the previous 20
years.**

Agree or disagree?



CLAIM 2 OF 5

By 2029, your procurement team will manage more AI agents than people.

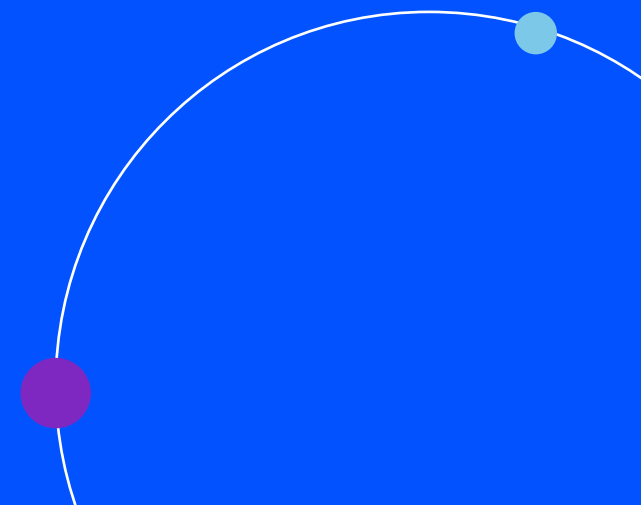
Agree or disagree?



CLAIM 3 OF 5

**The fastest path to AI ROI
runs through your biggest
spend categories.**

True or false?



CLAIM 4 OF 5

**Savings are table stakes.
Speed is the differentiator.**

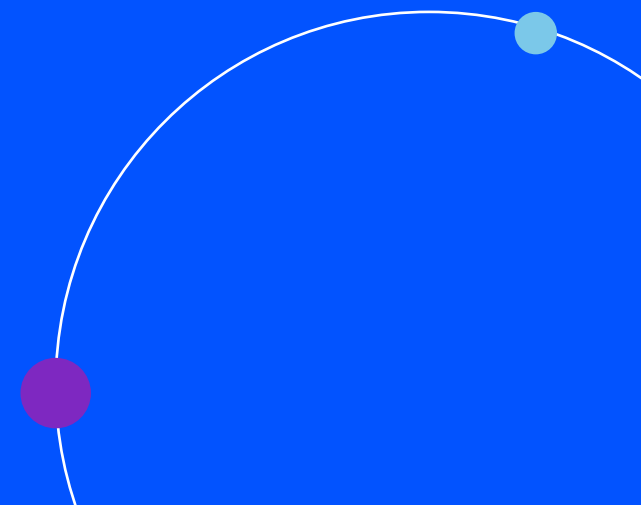
Agree or disagree?



CLAIM 5 OF 5

**AI pushes expectations on
procurement more than
ever before.**

Agree or disagree?



Over to you

Start with question 1, then let the conversation choose.

The five claims

1. The last 18 months changed procurement more than the previous 20 years.
2. By 2029, your procurement team will manage more AI agents than people.
3. The fastest path to AI ROI runs through your biggest spend categories.
4. Savings are table stakes. Speed is the differentiator.
5. AI pushes expectations on procurement more than ever before.

Five questions for the table

1. Which of the five claims did you disagree with, and why?
2. Which layer of your stack is weakest today: data, orchestration or agents?
3. Where are the seams where insight stalls before it becomes action?
4. What will you build, what will you buy, and where will you join a community?
5. Where would you let an agent act without a human in the loop, and where never? Who is accountable when it gets it wrong?

