

Sievo Friends 2026, Chicago

Readying Your Organization for an Agentic Future

September 22nd, 2026

APPLIED INTELLIGENCE



Sievo

About The Hackett Group

WHAT WE DO

We quantify Digital World Class® performance — to help organizations achieve it faster.

A global intellectual property-based consultancy combining enterprise benchmarking, leading practices and implementation assets.

OUR IP AT SCALE

57,700

Performance
metrics

26,600

Benchmarking
studies

2,050

Best
practices

550

Process
maps

330

Implementation &
configuration guides

PROGRAMS

Advisory
Programs

Benchmarking

Business
Transformation

Technology
Enablement

AI
Enablement

AI Scale

Procurement today and the reality of Agentic AI adoption



<50%

% of CPOs that feel confident in their ability to monitor and control agentic AI technology



60%

% that are confident their teams understand broad Agentic AI capabilities. Understanding of company-specific opportunities is lower



58%

% of companies with IT leading procurement's Agentic AI strategy (procurement owns outcomes)



24%

% of organizations with defined specific KPIs for their Agentic AI use cases



19%

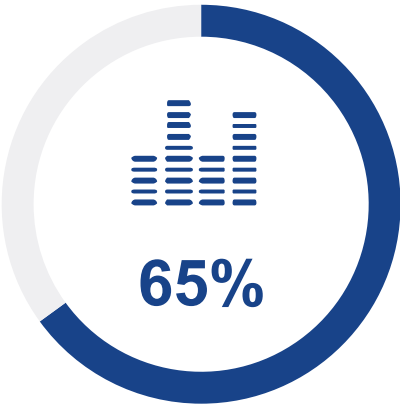
Have a common governance platform — documentation, monitoring, version control, business controls.



23%

Rate their organization and change management capabilities as mature — skills and talent readiness is less mature

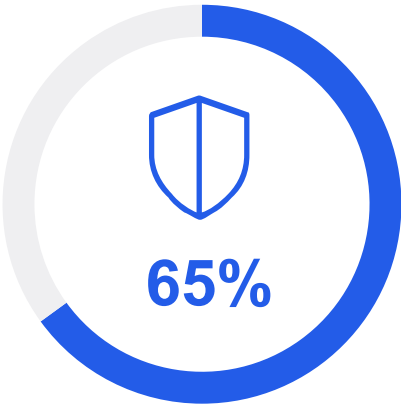
Procurement’s organizational readiness for Agentic AI



Agent Scope

% that refer orchestrated agentic workflows over point agents

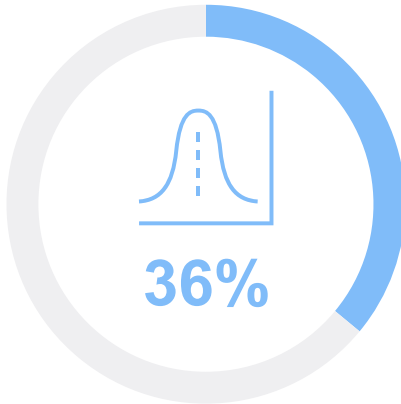
Perspective: Isolated agents limit autonomy and impact



Agent Development

% that prefer pre-built tested agents over build-your-own

Perspective: Stronger appetite for integrated, deployment-ready platforms



Spend Management

% of leaders that are satisfied with their current approach to tail spend management

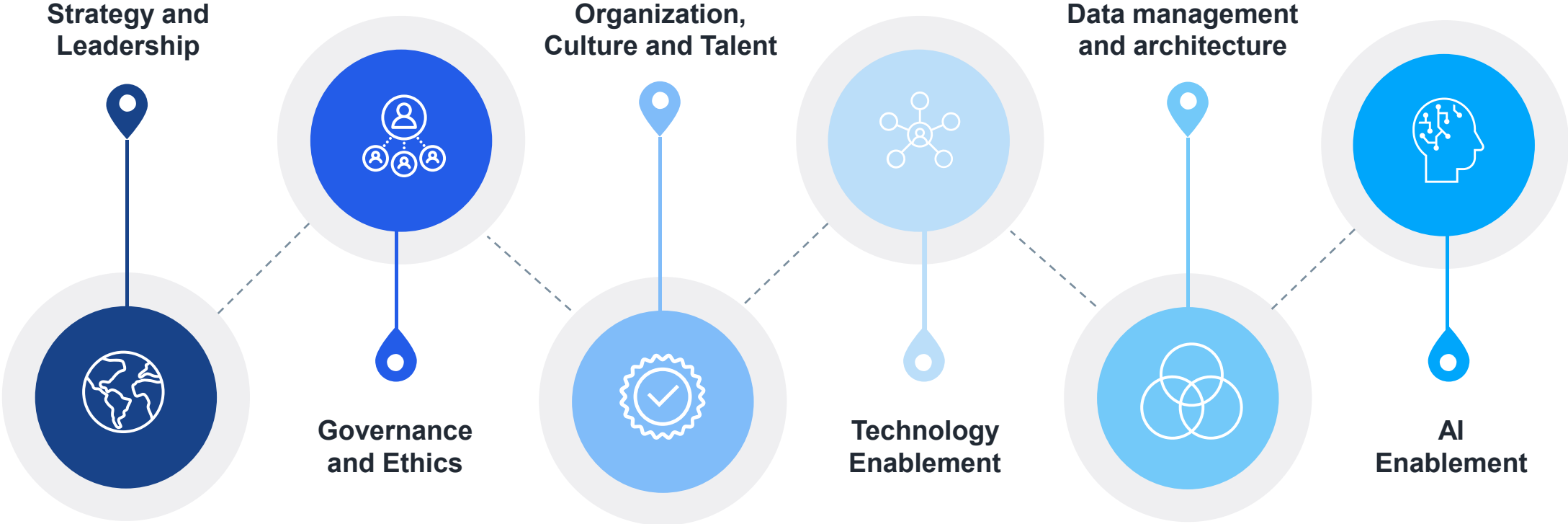
Perspective: Historical area of neglect across procurement



Agent Targeting

Spend analytics
Purchase order processing
Market/pricing intelligence
Supplier onboarding
Contract management

Elements of an Agentic AI readiness framework



Agentic Procurement Maturity Stages

Maturity ranges from awareness and pilots to standardized delivery, to enterprise optimization and impact



Ad hoc activity

Early exploration and awareness;
Limited practical application

Capabilities forming

Initial pilots and proof-of-value efforts;
Developing skills and data readiness

Expanding proven solutions

Standardizing ways of working and scaling adoption
Strengthening risk/controls

Innovation at scale

Embedded, optimized, and continuously improving;
Creating strategic advantage

Closing summary and suggested calls to action

Ad hoc activity



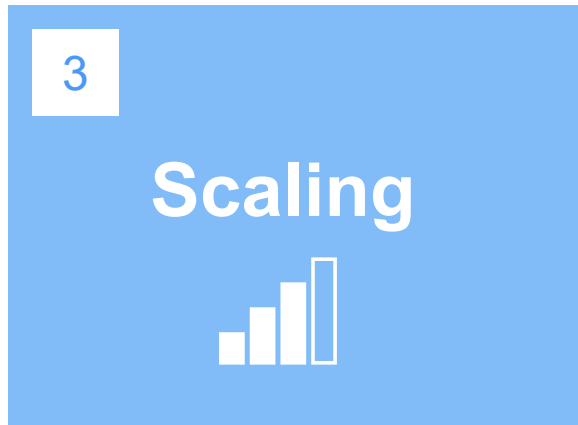
- Claim ownership of Procurement's AI agenda
- Select one to two high-volume, low-risk proof of concept areas
- Define success metrics for the proof of concept targets

Capabilities forming



- Lead the strategy
- Clarify ownership, roles, accountability, and escalations
- Build a repeatable model with controls, traceability, and measures of success

Expanding proven solutions



- Prove ROI assumptions through 2-3 high volume use cases
- Define specific categories, sub-categories and low-risk scenarios for agentic workflow targeting
- Update playbooks, ways of working, automation designs/documentation

Innovation at scale



- Expand reporting to business value measures
- Incorporate formal stakeholder feedback loops
- Incorporate historical and extended data sources to inform agent actions

AUTHORS

Richard Gardner

Senior Director

Solution Intelligence

rgardner@thehackettgroup.com

Chris Sawchuk

Principal

Advisory Procurement

csawchuk@thehackettgroup.com

Atlanta

1000 Abernathy Road NE

Suite 1400

Atlanta, GA 30328

T. +1 770 225 3600

T. 1 888 842 2538 (toll-free)

London

20 St Dunstan's Hill

London, EC3R 8HL

United Kingdom

T. +44 20 7398 9100

W. www.thehackettgroup.com

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