



Strategischer Einkauf 2026+: Wie KI die Arbeitsweise verändert – und welche Leitplanken zählen

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The seat at the
table....

Strategic Procurement in the Age of AI

Transformation Through AI

AI drives a shift from transactional procurement to strategic business value and innovation.

Data-Driven Insights

AI enables processing of large data sets to uncover patterns and generate actionable insights.

Organizational Evolution

AI influences roles, decision-making, and governance, requiring new collaboration models in procurement.

Focus on Decision Excellence

Procurement professionals leverage AI automation for execution and focus on strategic, high-value decisions.



The Core Question: What Changes with AI?

Evolving Roles in Procurement

AI shifts roles from execution-heavy tasks to decision-making and oversight, reshaping responsibilities.

Faster, Data-Driven Decisions

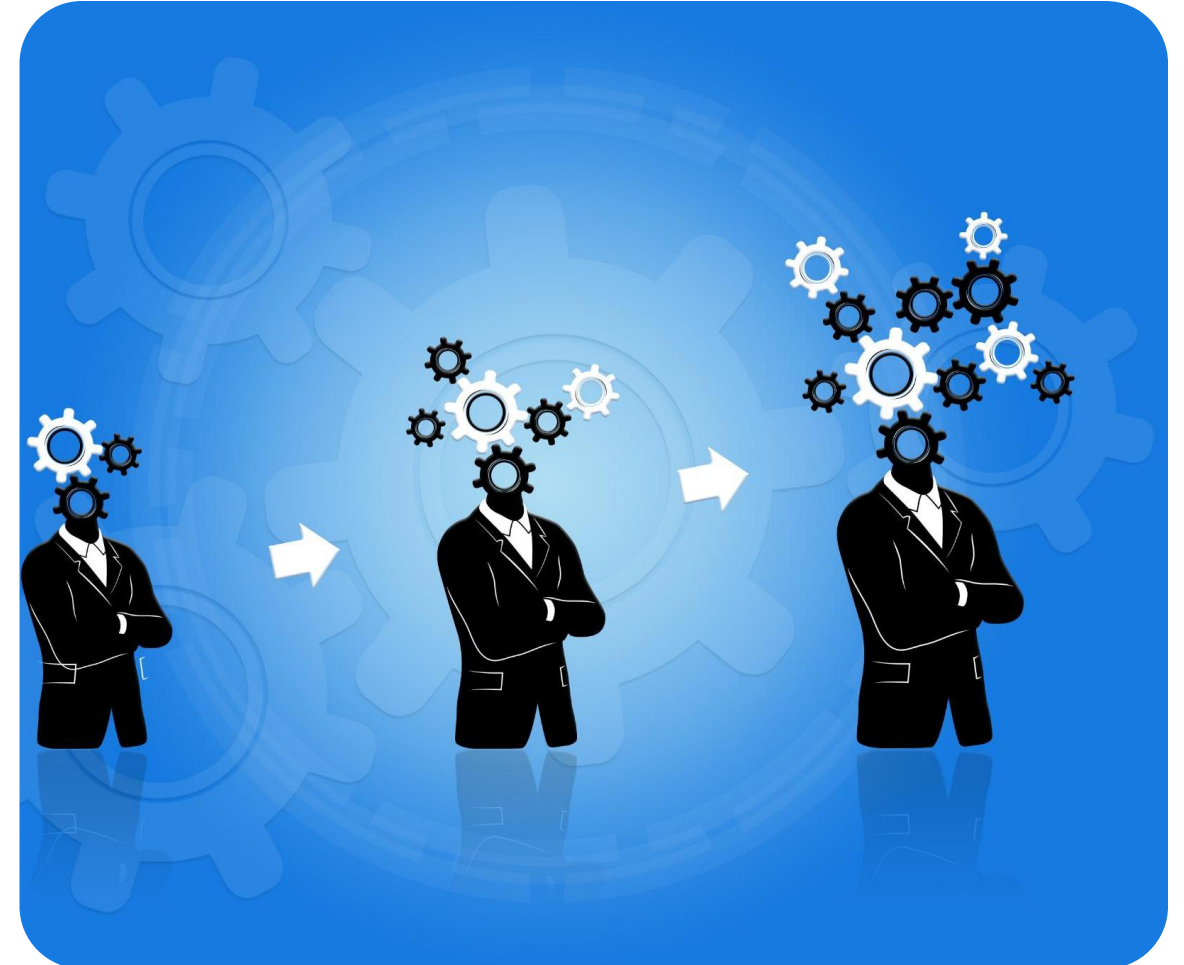
AI enables faster decisions through predictions, simulations, and actionable recommendations.

Critical Governance and Accountability

Clear AI governance ensures accountability and compliance in procurement operations.

Human-Machine Collaboration

Effective operating models balance AI automation with human judgment and decision support.



Overview of Key Roles

Procurement Analyst

Procurement Analysts validate AI-generated insights, ensuring data accuracy and relevance in decision-making.

Category Manager

Category Managers make strategic decisions balancing cost, risk, and sustainability using AI insights.

Sourcing Managers

Sourcing Managers manage supplier interactions and awards, leveraging AI for efficiency while maintaining accountability.

Processes & Systems

Processes & Systems specialists define AI governance through policies, workflows, and compliance mechanisms.



Procurement Analyst: From Data Creator to Insight Validator

AI Automates Data Tasks

AI handles spend classification, data cleansing, and alert generation, reducing manual data work for analysts.

Analyst Validates Insights

Procurement analysts focus on validating the accuracy and relevance of AI-generated insights.

Human Strategic Decisions

Analysts make strategic decisions, prioritize actions, and manage escalations beyond AI capabilities.

Shift to Oversight Role

Human roles evolve from data execution to oversight, emphasizing critical thinking and business acumen.



Category Manager: From Strategy Developer to Decision Owner

AI Enhances Strategic Procurement

AI automates benchmarking, data aggregation, and scenario modeling to provide comprehensive strategy insights.

Human Decision-Making Essential

Category Managers retain final decision authority, balancing AI options with business goals and stakeholder needs.

Leadership and Accountability

Managers are accountable for decisions, ensuring alignment with organizational priorities and managing trade-offs.



Sourcing Manager: From Executor to Risk Owner

Automation of Routine Tasks

AI automates repetitive sourcing tasks like RFX generation, supplier identification, and bid comparison, boosting efficiency and accuracy.

Human Centered Decision Making

Final supplier selection and contract approval require human judgment to assess trust, relationships, and strategic fit beyond AI capabilities.

Strategic Risk Management

Sourcing Managers now focus on managing supplier risks and creating value, shifting from process execution to strategic leadership.



Processes & Systems: Defining the Rules for AI

Processes & Systems Role

This role designs frameworks and policies that govern AI operations in procurement.

AI Task Automation

AI manages compliance monitoring, deviation detection, and workflow routing automatically.

Human Oversight Responsibilities

Humans set governance frameworks, risk thresholds, and approval hierarchies to maintain control.

Balanced Automation and Control

Balancing AI automation with human control ensures accountability and effective risk mitigation.



Mandatory Decision Gates

Governance Model Importance

A strong governance model ensures AI procurement is effective, responsible, and human-controlled.

Mandatory Decision Gates

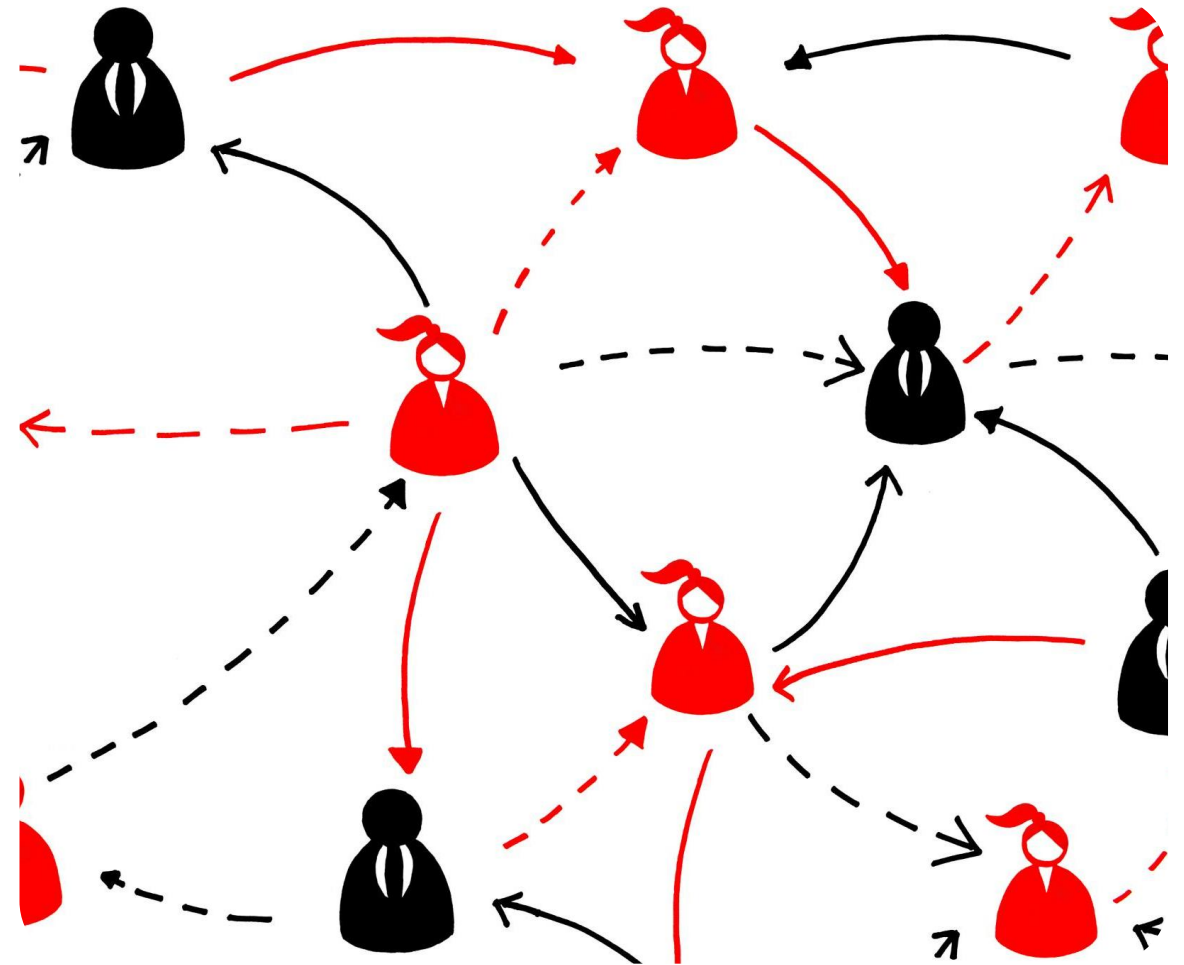
Decision gates require human validation at key procurement stages to maintain accountability.

Human Roles in Validation

Analysts, managers, and teams validate AI outputs ensuring accurate and strategic decisions.

Risk Mitigation and Control

Embedding governance minimizes risks and scales AI adoption while maintaining control.



Decision Excellence Powered by AI

AI Enhances Decision-Making

AI improves procurement decisions by leveraging data analysis, scenario simulations, and insight generation.

Focus on Strategic Activities

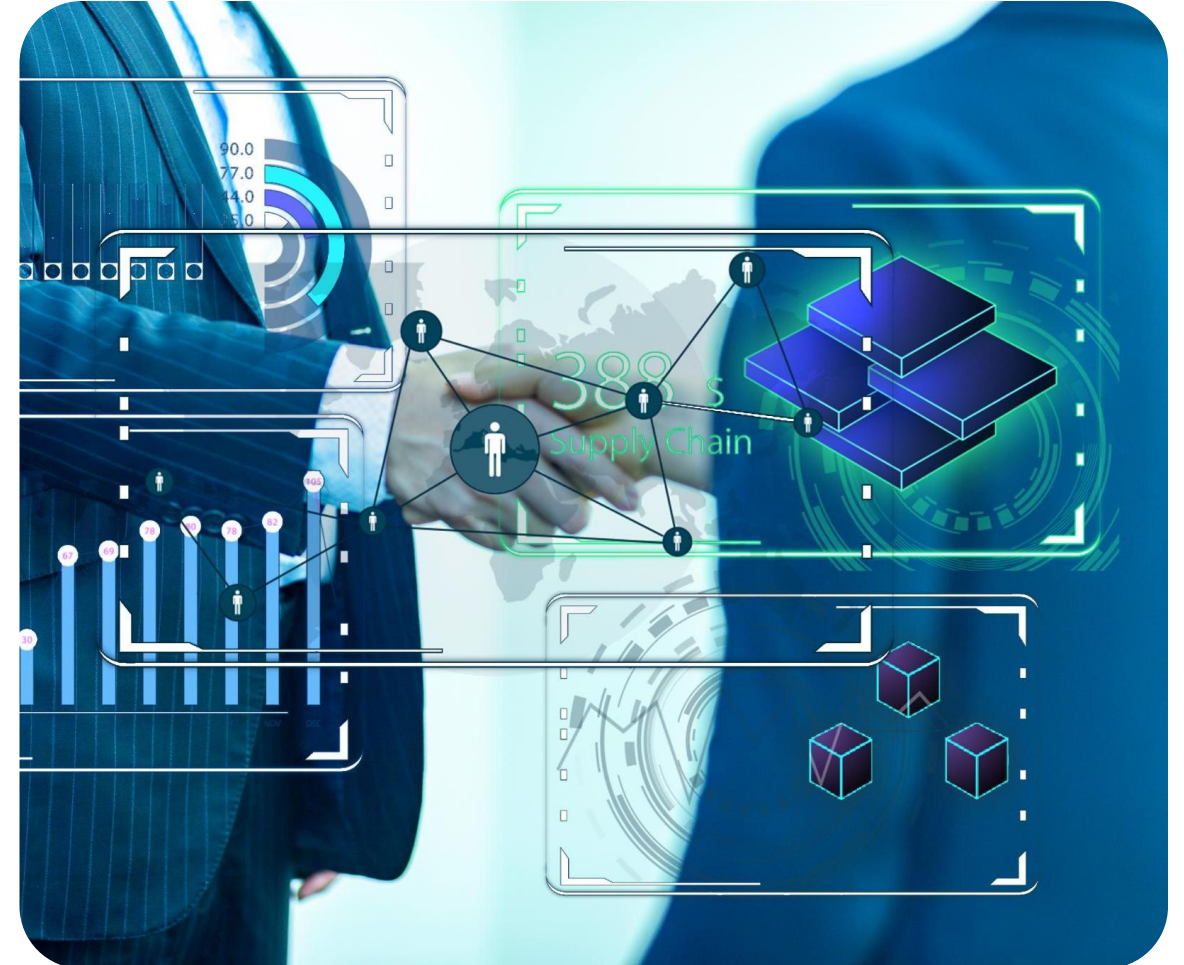
AI enables procurement professionals to focus on strategy development, risk management, and stakeholder alignment.

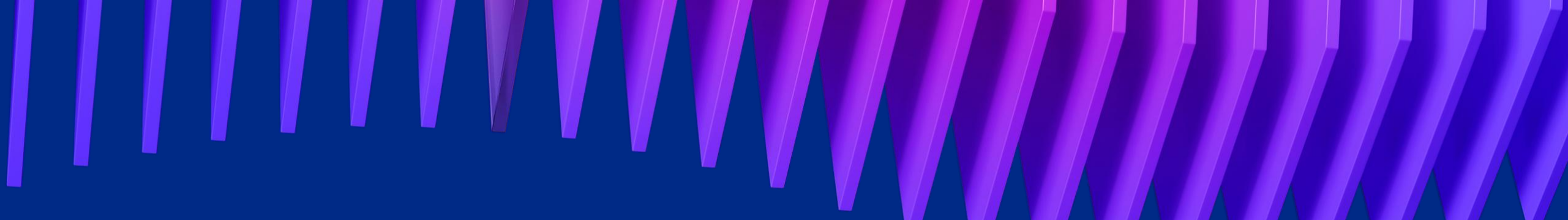
Governance and Human Oversight

Successful AI integration requires clear roles, responsibilities, governance, and human oversight at critical points.

Organizational Integration

AI's success depends on effective integration into processes and culture to drive business value and resilience.





Talk to our experts right here @ Procurement
Summit

A07

Thank you.

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