

Procurement's AI Maturity Curve

A practical roadmap for
Indian enterprises



Why AI is Now Unavoidable

- ▶ 72% cite volatility as top risk
- ▶ Rise in supplier risk and demand for speed
- ▶ CFOs expect predictive savings
- ▶ 3.2x investment return on GenAI



The Reality Check



74% of CPOs have "AI-unready" data.

Garbage in produces confident but wrong AI.



57% cite silos as their #1 barrier.

Where fragmented systems block intelligent decision-making.



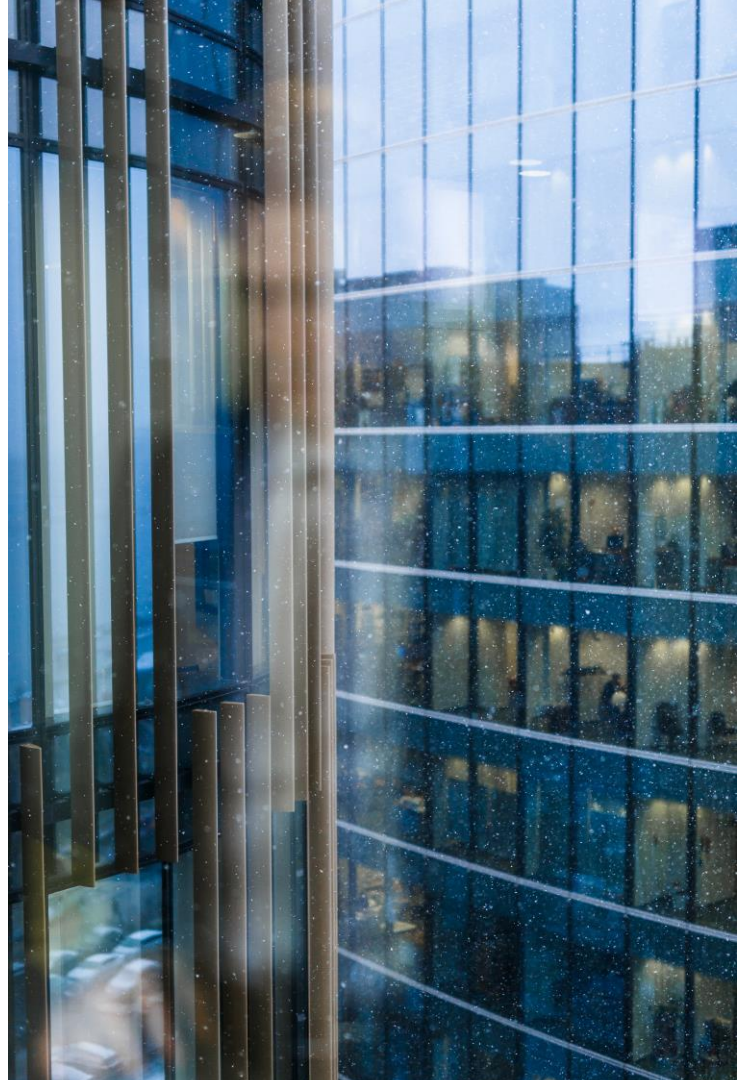
Only 20% trust AI for strategic spend.

One wrong prediction can kill executive trust.

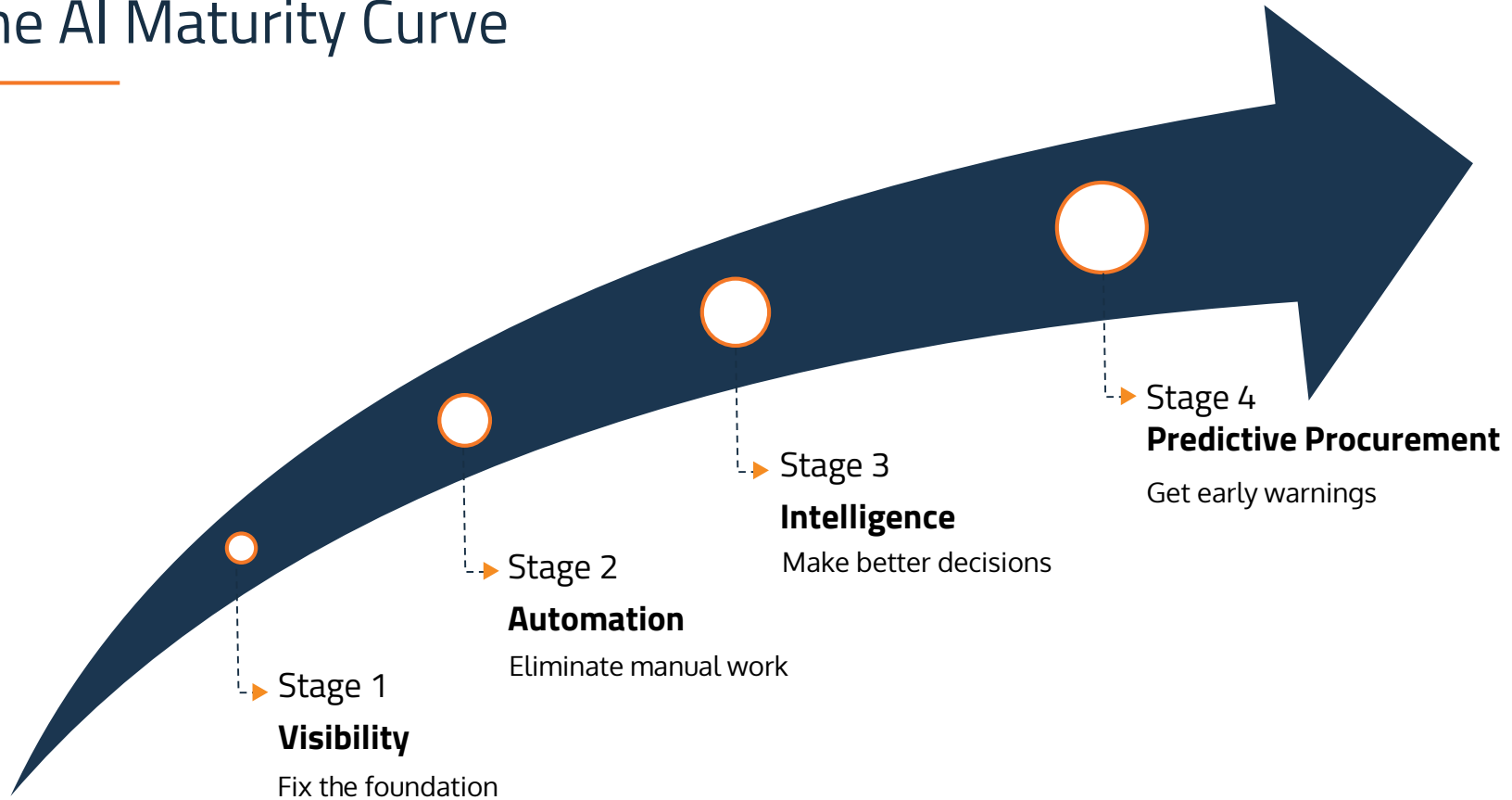


AI exposes gaps 70% faster than audits.

Detecting governance leaks before they hit the balance sheet.



The AI Maturity Curve



Stage 1

Visibility (Fix the Foundation)

- ▶ Run a 2–4 week spend classification sprint
- ▶ Clean supplier master (naming, duplicates, risk fields)
- ▶ Standardize specifications for top 20 categories
- ▶ Build a unified intake form to eliminate email-based requests
- ▶ Deploy a single spend + supplier dashboard

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Outcomes Expected



5-7%

Savings through spend classification



18–35%

Reduction in supplier duplication



Unified

Dashboards and data hygiene

Stage 1

Visibility (Success Story)

Industry: FMCG (India)

- ▶ 92% of indirect spend in 3 weeks
- ▶ Identified 1,200 duplicate suppliers & consolidated them to 640
- ▶ Reducing PR-to-PO cycle time by 18%



Stage 2

Automation (Eliminate Manual Work)

- ▶ Move repetitive categories into templated RFQs
- ▶ Run eAuctions for high-volume negotiations
- ▶ Launch a guided buying catalog for indirect spend
- ▶ Digitize onboarding with automated compliance checks
- ▶ Automate approvals to reduce email bottlenecks

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Outcomes Expected



40-60%

Reduction in cycle time with Auto RFQs



8-12%

Uplift with eAuctions



15-22%

Maverick spend reduced with catalog buying

Stage 2

Automation (Success Story)

Industry: F&B (MENA)

- ▶ Automated 40% of indirect RFQs
- ▶ Moved routine categories to guided buying
- ▶ Reduced procurement escalations by 27% within 60 days.



Stage 3

Intelligence (Upgrade Decisions)

- ▶ Deploy live supplier scorecards with on-time, quality, risk fields
- ▶ Set alerts for price variance, delivery delays, MOQ changes
- ▶ Integrate market benchmarks into negotiation preparation
- ▶ Use AI to scan all contracts for risk clauses
- ▶ Run quarterly risk simulations on top 50 suppliers

Sources: Contract Intelligence Pilot (Pharma); Beyond Procurement Podcast (Negotiation Efficiency).

Outcomes Expected



30–45%

Hidden risks flagged by contract risk detection



20%

Negotiation cycle cut by market benchmarking



Visibility

With supplier scoring + AI insights

Stage 3

Intelligence (Success Story)

Industry: Pharma (India)

- ▶ Scanned 600+ contracts using AI
- ▶ Flagged 42 high-risk clauses in under 12 hours
- ▶ Shortened negotiation prep time by 25%

Sources: Contract Intelligence Pilot (Pharma); Beyond Procurement Podcast (Negotiation Efficiency).



Stage 4

Predictive Procurement (See Around Corners)

- ▶ Deploy predictive supplier-risk scoring (financial, operational, ESG)
- ▶ Run forecasting models for price, demand, and lead times
- ▶ Maintain an early-warning dashboard for disruptions
- ▶ Align procurement KPIs with forward business forecasts
- ▶ Run scenario simulations: supplier failure, price changes, demand shifts

Sources: Predictive Analytics Pilot (Manufacturing GCC); AI Forecasting Study 2024.

Outcomes Expected



25–40%

Disruption impact reduced by risk prediction



15–30%

Improved forecast accuracy



Visibility

With ESG risk heatmaps + disruption alerts

Stage 4

Predictive (Success Story)

Industry: Manufacturing (MENA)

- ▶ Predicted a Tier-2 supplier failure
- ▶ 4 weeks early using delivery-pattern anomalies
- ▶ Predicted ESG score drop, preventing a line stoppage



The Fastest Path from Stage 1 to Stage 4



Start with an Opportunity Assessment

- ▶ 4-6 week sprint
- ▶ Quantified savings baseline
- ▶ No platform commitment
- ▶ Tail spend segmentation, spend transparency, category insights



Run a 90-day modular pilot

- ▶ Pick one module
- ▶ Prove value fast
- ▶ Expand when ready
- ▶ No rip-and-replace
- ▶ Integrates with your existing ERP and S2P stack



Managed services close the adoption gap

- ▶ Data services
- ▶ Training
- ▶ Supplier onboarding
- ▶ Change management
- ▶ Technology alone doesn't transform procurement, people do

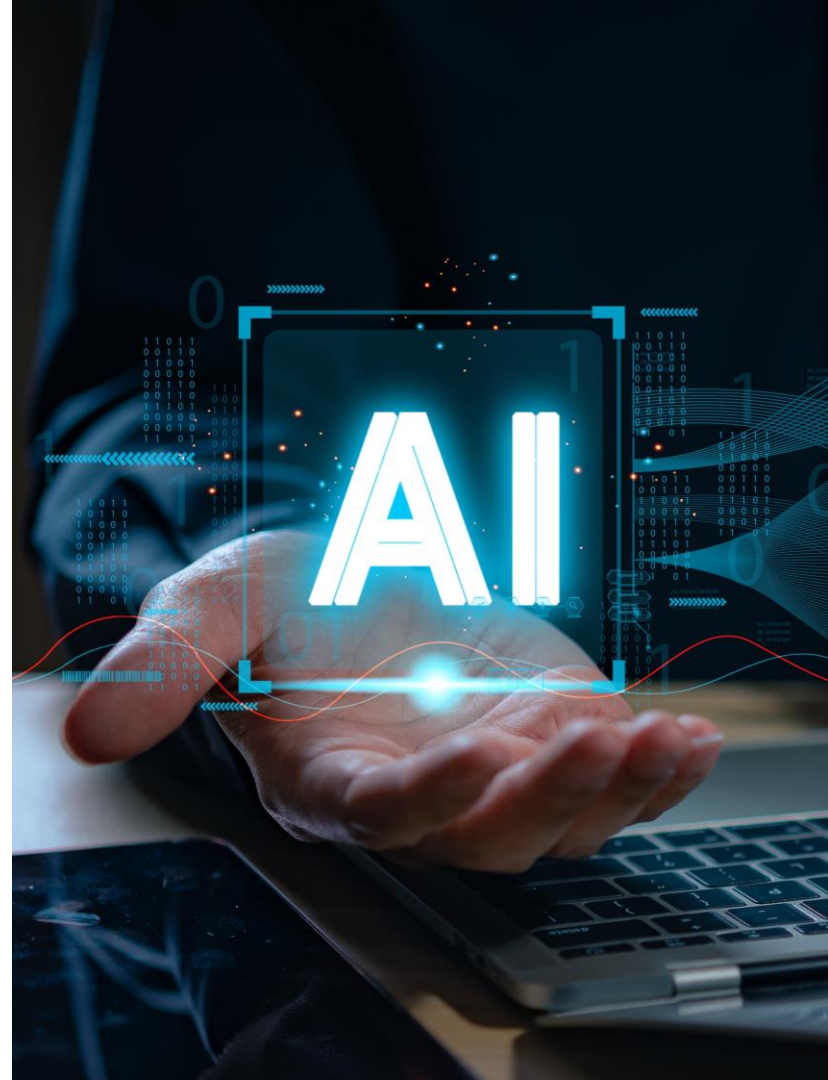
Where does your team sit on the AI Maturity Curve?

Try our 48-hour Data Readiness Assessment.

Send a sample export today. In 48 hours, you get:

- ▶ Clean, standardized master file
- ▶ Duplicate clusters (fuzzy matches grouped)
- ▶ UNSPSC classification
- ▶ Fix-first priority list

Visit our booth to know more!



About ewiz procure by Powerweave

Build Procurement Your Way





Scan & see if we're a fit.

Talk to Maya, our AI procurement assistant.

Ask Maya to share

- ▶ Real-world case studies
- ▶ Guided demos
- ▶ Solutions for your sourcing challenge