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Procurement AI as a Service

Summary – January 2026

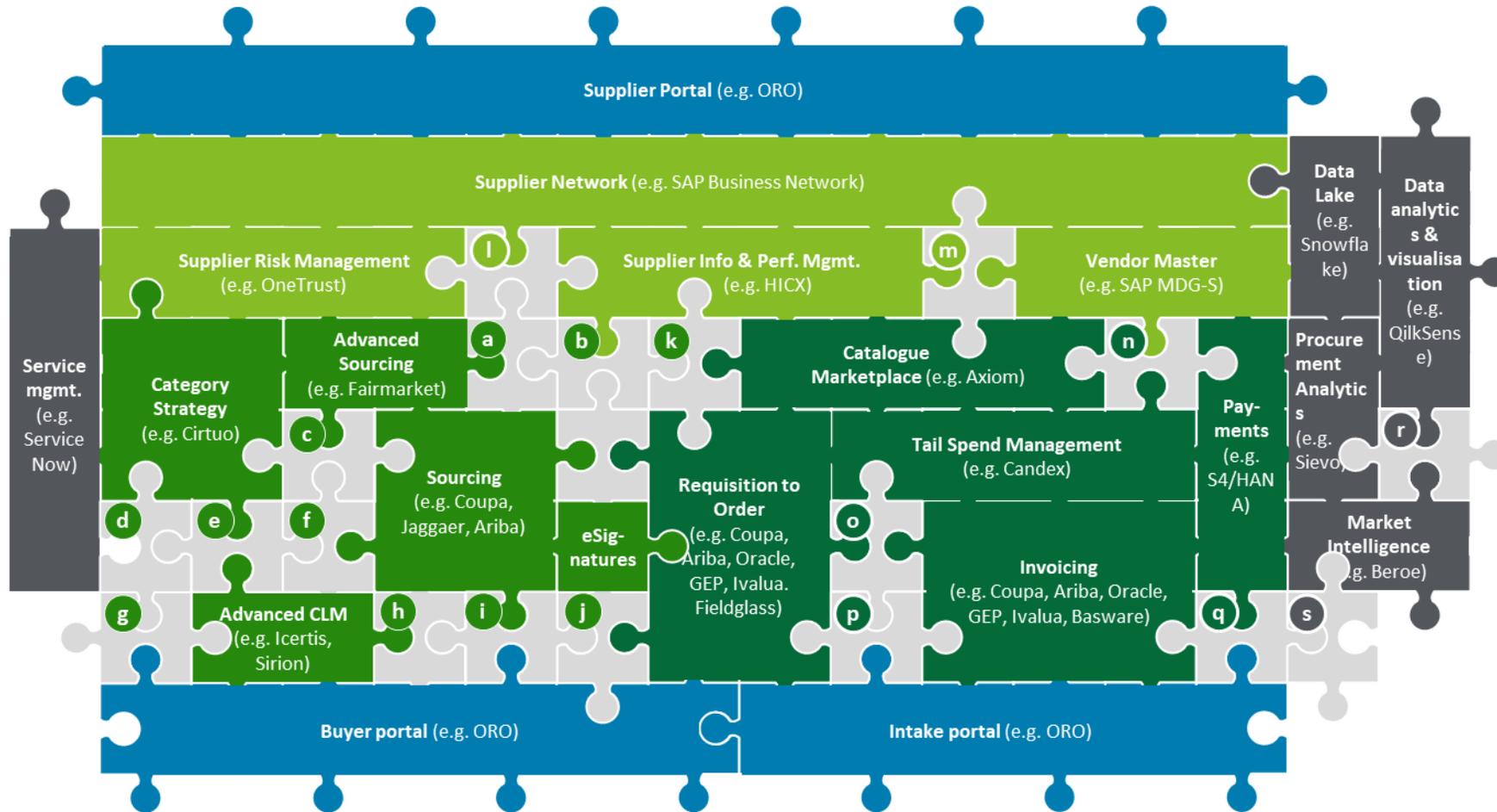
**MAKING AN
IMPACT THAT
MATTERS**

since 1845

Despite the potential, implementing GenAI for Procurement is tough



Solving the digital procurement puzzle: common gaps which could be solved with non-integrated GenAI



Example use cases

Sourcing

- a** RFP creation
- b** RFP analysis
- c** Benchmarking
- d** Market intelligence
- e** Negotiation strategies/levers
- f** Should cost modelling

Supplier mgmt.

- l** Supplier due diligence
- m** Supplier onboarding

Operational spend mgmt.

- n** Payment term scanner
- o** Ops sourcing/buying reviews
- p** Rebate review
- q** Purchase price variance

Contracting

- g** Compliance review
- h** Contract redlining
- i** CDA/document updates
- j** Contract summariser
- k** Payment term assessment

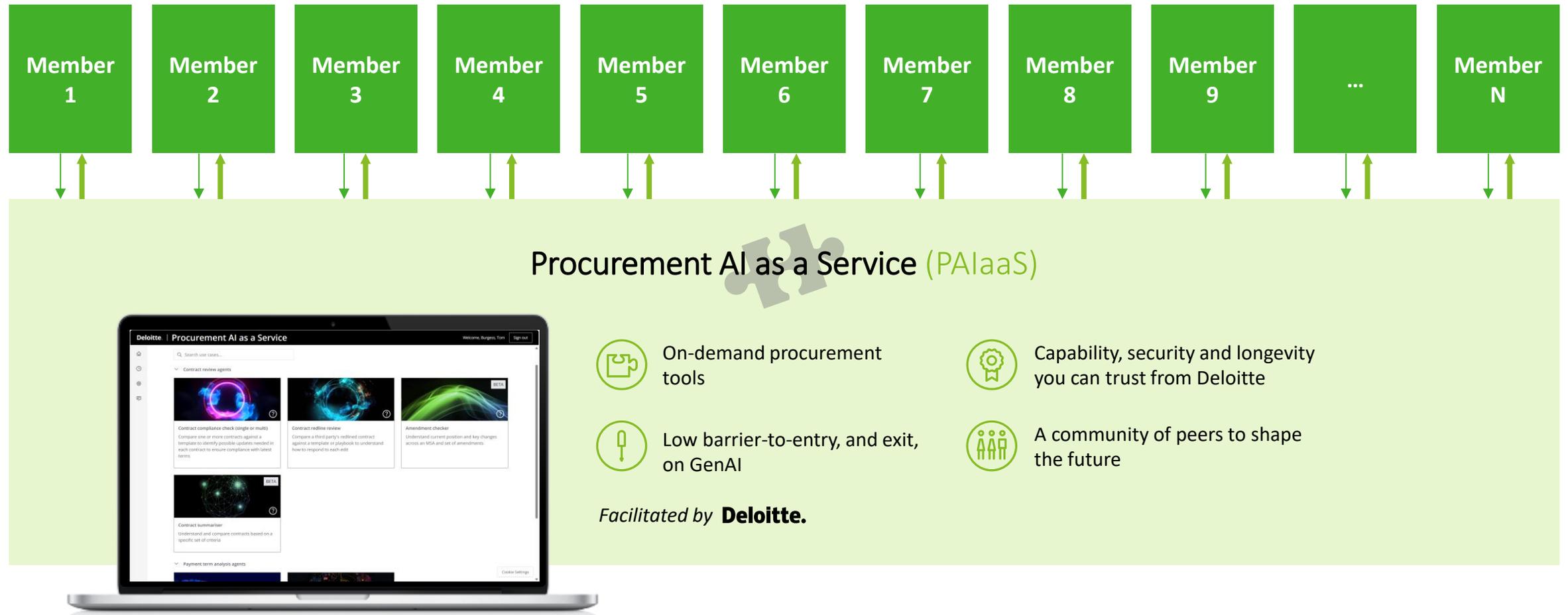
Portfolio & performance mgmt.

- r** Spend data re-classification
- s** Savings reporting

Key – tool type: Engagement layer Source to Contract Procure to Pay Supplier Management Enablement Missing pieces

Leading companies are coming together to create a Procurement AI community and service offering, to share ideas, and develop successful and secure Procurement AI solutions, based on priority use cases

With more members: faster speed to scale, shared ROI & broader training



We have 12 use cases live, with an additional 6 in design and development

Category	Tool Type	Use Case ID	Use Case Name	Description	Status
Live	RFx Analysis	9	RFx response summariser	Summarise key information from RFP responses, including pricing, proposed solutions, and supplier qualifications	12 use cases live, since June
		5	RFx response comparison	Compare multiple RFP responses side-by-side to evaluate supplier offerings, solutions, and terms	
		14	Amendment summariser	Summarise all contract amendments	
	Contract Comparison	15	Contract compliance analysis	Compare a contract to a template	
		17	Bulk compliance analysis	Compare many contracts against a template to understand which are non-compliant	
		18	Contract redline review	Compare tracked changes in a contract to a playbook/template	
	Contract Lifecycle Mgmt.	23	Contract summariser	Summarise a contract	
		31	Tail spend optimisation analysis	Retrospective review of spend data to identify tail spend supplier consolidation activities	
	Spend Mgmt.	36	Rebate review	Extract rebate commitments from a contract and compare them to transactional data to identify overdue rebate commitments	
		32	Payment term finder	Analyse amendments to identify latest payment terms with a supplier who has a global MSA with amendments	
	Payment Term Analysis	34	Payment terms: SOW v/ MSA	Compare the latest payment terms of a supplier in an MSA with its child contracts (e.g. SOWs)	
		36	Payment terms: contracts v/ vendor data	Compare the latest payment terms of a supplier in contracts with VMD line level data	
Design & develop	Spend Mgmt.	45	Bulk discount compliance	Compare contracted unit price discounts (e.g. based on units per order, or months per engagement) against transactional data	6 use cases in design & development
		46	Account investment compliance	Compare contracted account investment against realised investment in SOWs	
		47	Indexation compliance	Compare contracted indexation rates (and actual values) against transactional data	
	48	Expenses compliance	Compare contracted or policy expense thresholds (e.g. 5% of fees) against transactional data		
	Supplier Mgmt.	39	Supplier due diligence	Review supplier evidence/documentation against a perfect sample to review whether it meets acceptable criteria	
	RFx Preparation & Generation	1	Market analysis	Conduct market research to understand industry trends, competitor offerings, and pricing benchmarks.	



Backlog: our roadmap is prioritised based on demand

RFX Preparation & Generation	2	RFX generation from incumbent contract	Generate RFP documents based on the terms and conditions of an existing contract	Contract Drafting	44	SOW generation	Use company template & supplier proposal to generate an SOW draft	
	3	Supplier scan	Identify and pre-qualify potential suppliers based on specific criteria		20	Amendment generation	Update contract amendments based on changes in playbook/ contract guidance note	
	4	RFX commercial analysis	Analyse the commercial aspects of RFP responses, including payment terms, warranties, and liabilities.		21	Template generation	Draft a contract template, leveraging previous contracts and/or playbooks containing contract guidance	
	6	RFX evaluation from defined criteria	Evaluate RFP responses against predefined criteria. Automate scoring and ranking of suppliers based on their responses.		22	CLM checklist generation	Generation of CLM checklists based on predefined characteristics	
RFX Analysis (cont.)	7	RFX evaluation from benchmark (price checks)	Compare pricing information from RFP responses against market benchmarks and historical data.	Contract Lifecycle Mgmt. (cont.)	24	Obligation extraction	Extract key commitments and obligations from a contract and format them into a checklist for monitoring and review.	
	8	RFX savings estimation	Estimate potential cost savings based on RFP responses and negotiation strategies.		25	Operational sourcing/ buying reviews	Summarization of procurement and content and suggestion of sourcing improvement	
	10	Strategy generation	Generation of negotiation strategy		26	Opportunity assessment	Insights generation on operational performance and inefficiencies identification	
Negotiation Assistant	11	Checklist generation (dependent on 10)	Generation of negotiation checklist	Spend Mgmt. (cont.)	27	Purchase price variance	Review transactional data or contracts to identify variances in purchase price, so that overpayments can be reclaimed	
	12	Negotiation co-pilot (dependent on 10)	Assists in the preparation for negotiations and in real-time during negotiations		29	Spend agent	Analysis of historical spend data and identification of optimization opportunities	
	13	Negotiation simulator	Simulates negotiation scenarios for training and preparation purposes, scores performance and provides feedback		30	Spend data re-classification	Retrospective review of transactional data and associated contracts to identify mis-categorized spend.	
Contract Comparison (cont.)	41	Should cost modelling	Identify cost drivers / BOM and identify benchmarks on cost	Payment Term Analysis (cont.)	43	ESG reporting	Identify contract ESG obligations and use reference data to track compliance	
	16	Multi-supplier comparison	Compare contract to contract (multiple suppliers)		33	Extract payment structures	Extract payment term details (for example, upfront fees, milestone payments, etc)	
Category Strategy	19	Rate card comparison	Compare costs and rate cards in multiple contracts	Supplier Mgmt. (cont.)	35	Payment terms: contracts v/ PO	Compare the latest payment terms of a supplier in contracts with PO line level data	
	42	Category strategy	Use market reports, existing contracts, negotiation strategies and internet data to draft a category strategy		37	Payment terms: contracts v/ invoice	Compare the latest payment terms of a supplier in contracts with invoice line level data	
						38	Compliance check	Automatic check of supplier's compliance based on predefined criteria and documents uploaded by the supplier
						40	Supplier onboarding	Extract key fields from a contract to input into the supplier onboarding process



There are two ways you can get involved

What you can get access to:

Option 1: Full membership & licensing



Access all live use cases



Immediate access to all additional use cases, as soon as they come available



Monthly collaboration with peers to share GenAI learnings, and drive pipeline

Option 2: Extended Community membership



Monthly collaboration with peers to share GenAI learnings, and drive pipeline

Commercials and your responsibilities:

- **£20k per month** license fee
- Ongoing contract period. Cancel at any time (2 month notice period)
- No financial commitment
- Commit to 1 representative from your organisation joining at least 2 monthly sessions per quarter

¹ Involvement in option 1 subject to Deloitte audit restrictions



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