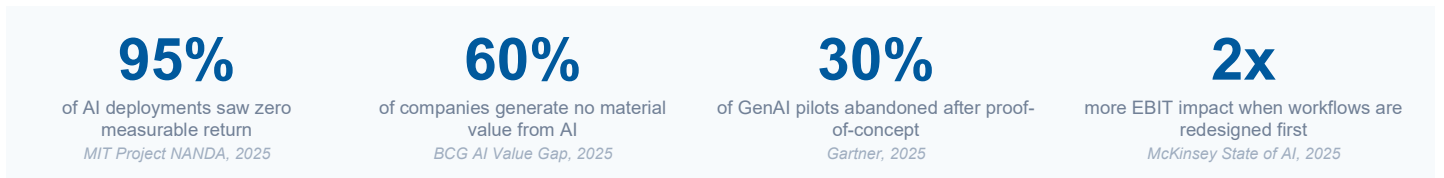


THE GLOBAL AI PARADOX

# 80% of ₹684 Billion Invested in AI in 2025 Failed to Generate ROI.

Global enterprises poured \$684 billion into AI in 2025. Over 80% failed to deliver measurable business value — not because the technology underperformed, but because AI was never embedded where decisions actually happen. The winning formula is now clear, and it changes everything about how you should evaluate an AI procurement solution.



WHY AI FAILS

## Three Failure Patterns Every Organisation Must Understand

The problem is structural, not technological. McKinsey, BCG and Deloitte now agree: AI investments fail for predictable, preventable reasons.

- X AI bolted on top of existing workflows**  
Standalone chatbots and dashboard tools require users to leave their process, query a separate system, then return. Adoption collapses within 90 days. Gartner calls this "agent washing."
- X Generic AI without domain intelligence**  
AI trained on general data cannot account for supplier negotiation patterns, commodity price dynamics, or category-specific risk. It gives confident answers that are contextually wrong.
- X No AI-ready transactional data foundation**  
Gartner finds 85% of AI projects fail due to poor data quality. AI layered on ERP without deep integration cannot learn your buying patterns or supplier behaviour over time.

THE WINNING FORMULA

## What McKinsey, BCG and Deloitte Now Agree On

The highest-performing organisations share one defining characteristic: they redesign workflows with AI at the core — not alongside it.

- 1 Workflow-First, Not Technology-First**  
McKinsey (2025): AI high performers fundamentally redesign individual workflows. The AI must live inside the decision moment — not outside it.
- 2 Domain Intelligence is Non-Negotiable**  
BCG (2025): Agentic AI must embed the company's proprietary institutional knowledge. Generic AI has no competitive moat — domain specificity is the differentiator.
- 3 Agents Execute, Humans Govern**  
Deloitte (2026): Streamline workflows AI can execute end-to-end, while humans focus on judgment, exception handling, and strategic oversight.
- 4 Real-Time ERP Integration is the Foundation**  
Specialised vendors with deep ERP integration succeed 67% of the time vs. 33% for generic builds — a decisive structural advantage. (MIT NANDA, 2025)

WHAT THE WORLD'S TOP CONSULTING FIRMS ARE SAYING

<p><i>"Agentic AI serves as the executive function that turns creative probability into business impact. It is now opening value in process-heavy functions where execution defines performance."</i></p> <p><b>BCG — Agents Accelerate the Next Wave of AI Value, Dec 2025</b></p>	<p><i>"Organisations reporting significant financial returns from AI are 2x more likely to have redesigned workflows before selecting AI tools — not after."</i></p> <p><b>McKinsey &amp; Company — State of AI 2025</b></p>	<p><i>"The most successful organisations streamline workflows that AI can execute end-to-end, where the combined output exceeds what either humans or AI could achieve alone."</i></p> <p><b>Deloitte — State of AI in the Enterprise 2026</b></p>
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