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The Decision Ledger

Procurement’s Missing AI Foundation

AI can recommend faster. But without a decision ledger, it cannot explain why the decision was right.

In Indian manufacturing procurement, speed without traceability creates risk.

54.5
India Manufacturing PMI, Jun ’26
Source: HSBC India Manufacturing PMI / S&P Global

2x
higher odds of significant AI returns when workflows are redesigned first
Source: McKinsey State of AI 2025

₹13.6 lakh crore
GeM GMV crossed
Source: GeM Statistics

1 Capture every decision moment

Meeting notes, supplier inputs, quotes and approvals must link back to the RFQ instead of staying scattered across inboxes and memory.

2 Evidence must travel with the decision

Non-L1 awards, rate spikes, urgent buys and single-source cases need data-backed reasoning attached to the transaction.

3 Context reduces approval friction

Approvers move faster when vendor history, commercial variance and justification are visible together in one place.

4 Traceability is a speed lever

Searchable decision history is not just for audit—it improves execution speed and decision confidence in volatile markets.

5 Build AI on a system of decisions

Dashboards describe the past. A decision ledger helps AI and humans act on the next decision with context.

What This Means for Procurement Leaders

Faster approvals
because every exception carries its own context.

Lower audit exposure
because decisions are backed by evidence, not memory.

Better AI adoption
because intelligence sits inside the workflow, not outside it.

Higher operating resilience
because teams can move quickly without losing control.

BUSINESS VALUE

- Reduce approval friction
- Improve audit readiness
- Strengthen decision quality at scale

BOTTOM LINE

Before procurement becomes agentic, it must become traceable.

Selected sources: HSBC India Manufacturing PMI / S&P Global; McKinsey State of AI 2025; GeM Statistics.