AI × PROCUREMENT LEADERSHIP

The Procurement Capacity Dividend



AI saves time. Where should that time go?

Give procurement expertise more room to work.

AI reduces routine work. Leaders decide how procurement uses the capacity released.

63% of senior procurement leaders expect AI to significantly improve performance over the next three years.

25% of procurement leaders have redesigned jobs and roles because of AI implementation.

Source: Gartner, 8 Oct 2026. Findings from two surveys concluded in April 2026; respondent groups differ.

WHERE RELEASED CAPACITY SHOULD GO

Assembling quotations
→ **Evaluating commercial trade-offs**

Chasing routine transactions
→ **Resolving important exceptions**

Preparing purchase paperwork
→ **Developing category opportunities**

WHAT LEADERS SHOULD DO NEXT

Redesign the work around the buyer

01
Select one recurring workflow
Start with RFQ-to-comparison; map tasks, handoffs and rework.

02
Define assistance and accountability
Identify repeatable tasks; retain clear buyer review and approval.

03
Assign the capacity released
Allocate time to supplier alternatives, cost drivers and negotiation preparation.

04
Review the business outcome
Check whether the new way of working improves sourcing performance.

Measure the dividend: decision turnaround · rework · sourcing coverage · commercial improvements.

VENDX POV

DIGITISE
Capture context and evidence in the workflow.

AUTOMATE
Reduce repeatable preparation and follow-ups.

USE AI
Support analysis; buyers review consequential decisions.

Time saved creates capacity.
Deliberately using that capacity creates procurement value.

Selected sources: Gartner, “CPOs Stalling on Needed AI Role Redesign,” 8 Oct 2026 (figures); McKinsey, “Agentic AI in strategic sourcing: Hype or hero?”, 28 Oct 2026 (operating-model context). Actions and illustrative shifts: VENDX editorial perspective. Hero: AI-generated illustration.