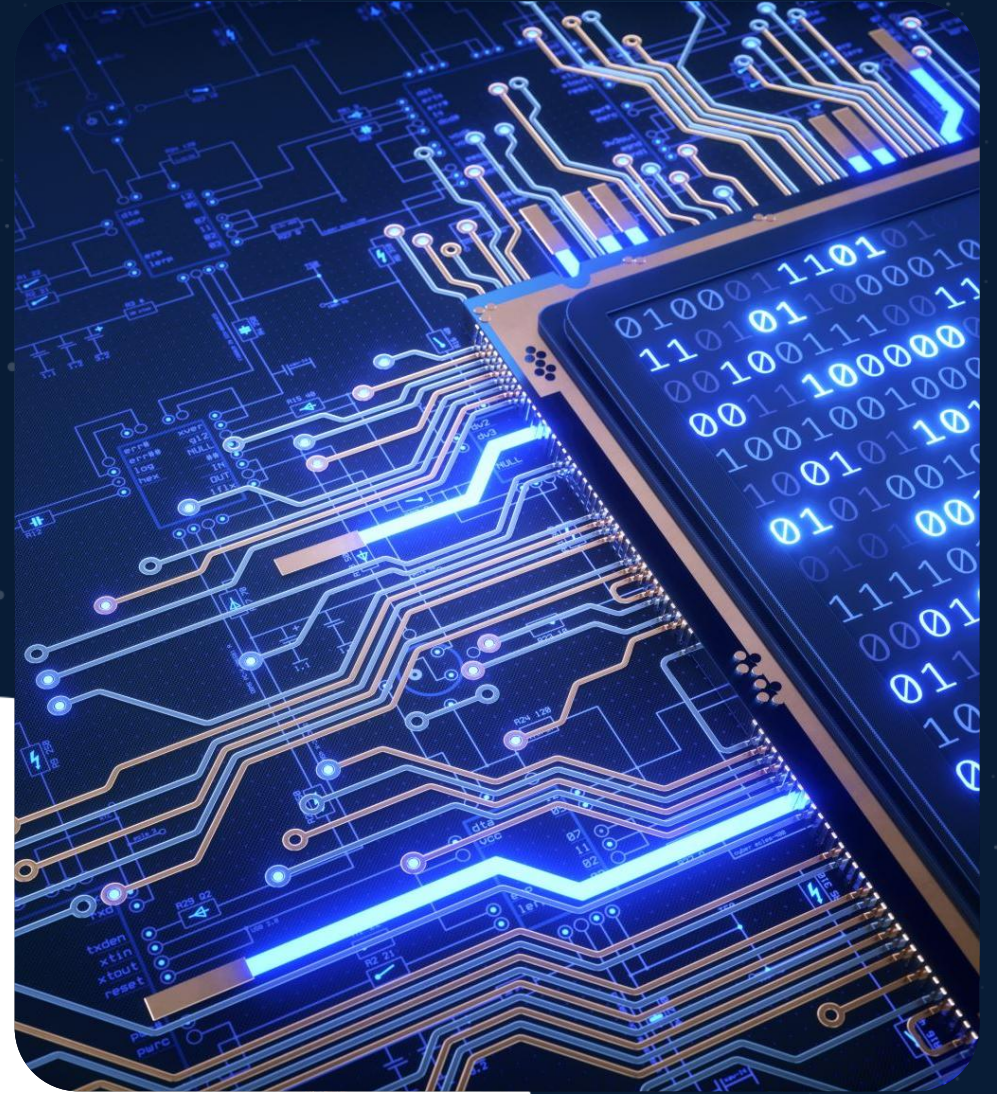


KENNETH HOWE, CTO
ALEX TANCK, DIRECTOR OF PRODUCT

AI-Powered Procurement: Transforming the Purchasing Process

NPI Fall
Conference 2025



**Why are we talking
about AI today?**

AI is all the rage amongst PlanetBids users

67%

Want to use AI

63%

Don't use AI

69%

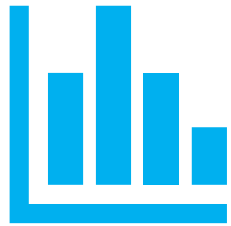
No Policies

In the private sector:

80%

of knowledge workers use AI

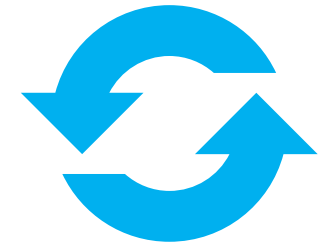
What can AI do?



Process data and
identify patterns



Make decisions



Complete
repetitive tasks

Generative AI 101:

What can it do for procurement?

AI as a Compliance & Integrity Partner



Ensures **consistent application** of rules across all solicitations



Provides transparent documentation of **decision-making** steps



Enhances **auditability** with traceable data and justifications



Reduces **risk of bias** by standardizing evaluation processes



Supports ethical procurement practices while **improving efficiency**



GENERATIVE AI

- Creates **novel** content
- Responds to prompts
- Summarizes/analyzes
- Mimics human patterns
- Evolving models

The role of “prompts”

CRAFT with GenAI

Context: Provide background

Role: Specify who/what you want AI to be

Actions: Clearly state what you want AI to create

Format: Define writing style, tone, and structure

Target: Describe your audience

An Example:

Basic Prompt

Write an RFP for laptops.

An Example:

Basic Prompt

Write an RFP for laptops.

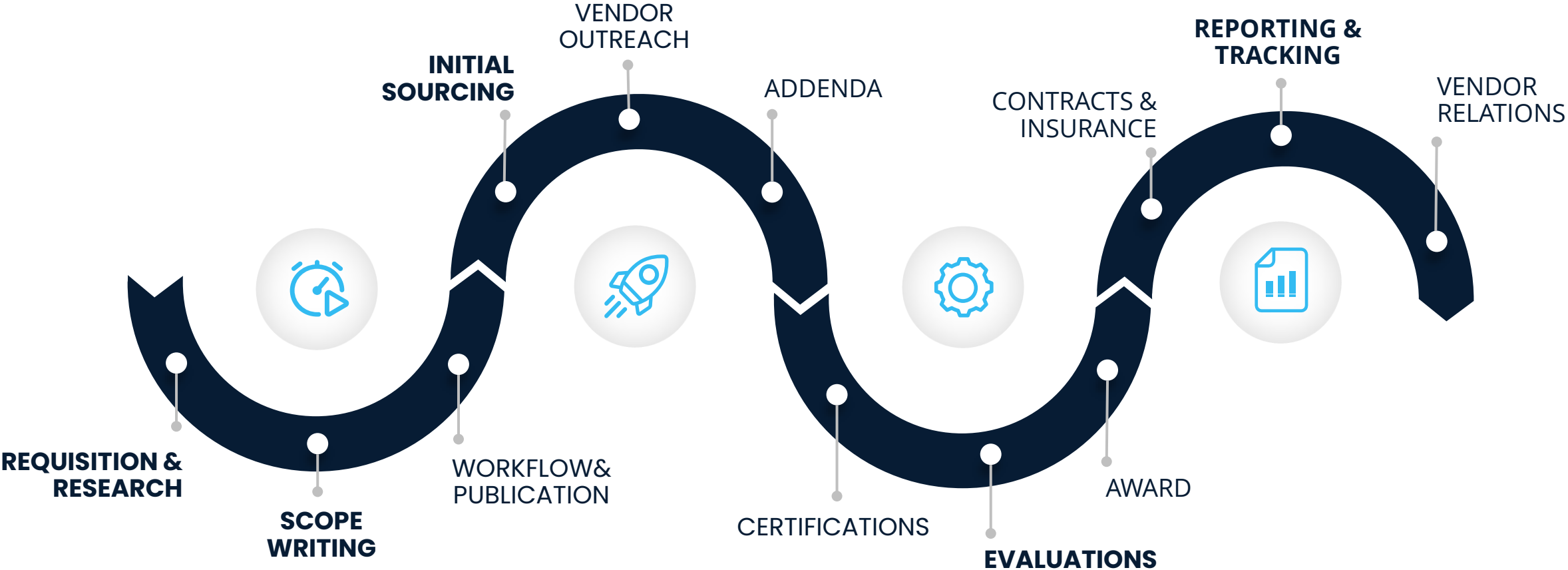
Improved Prompt

As a procurement buyer for a Florida K-12 school district, write an RFP for laptops for your district, including accessibility requirements and support terms.

AI in Action

Let's do it!

The Procurement Lifecycle

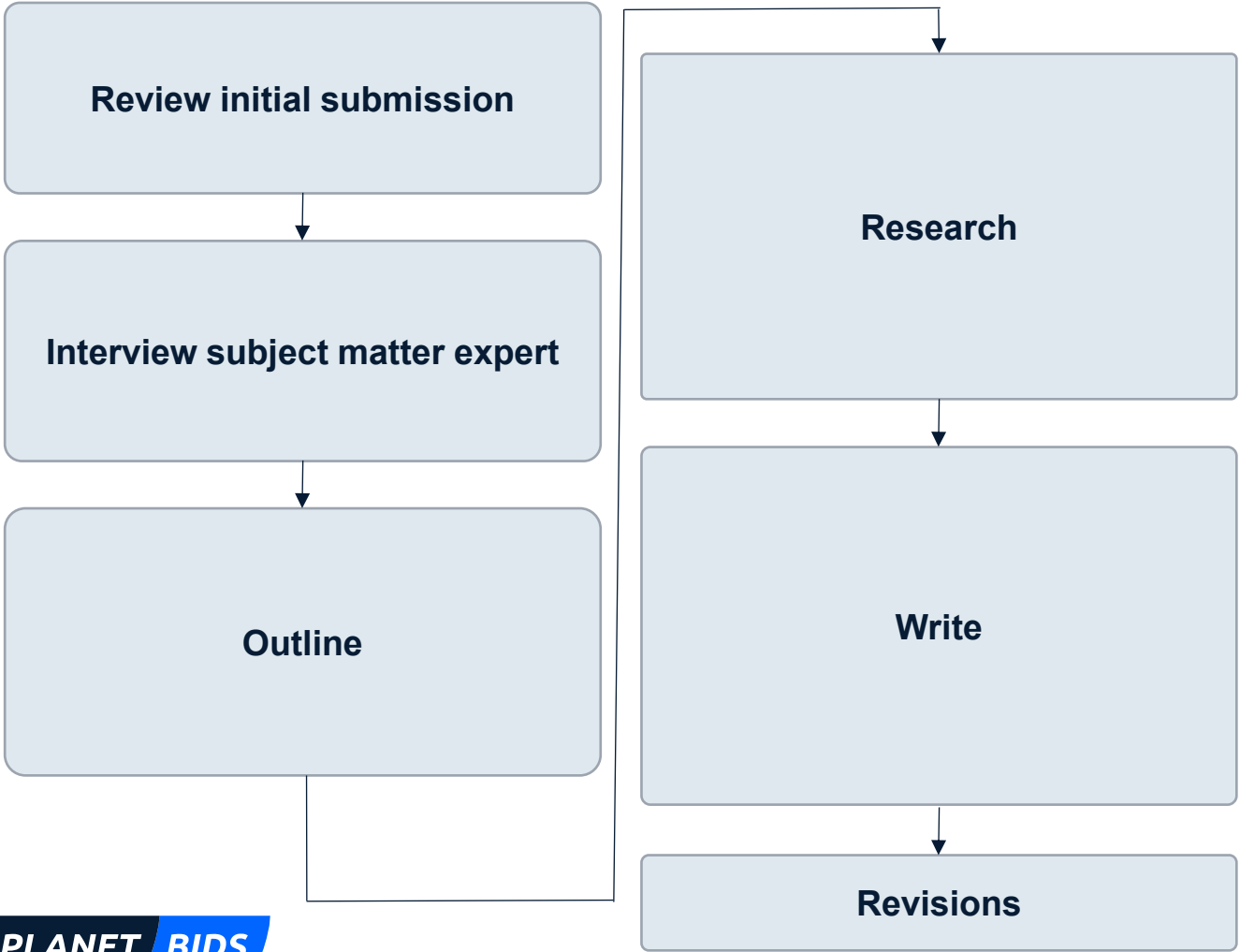


Live Demo

- Volunteer: Tell us about a recent project
- Walk through the purchasing lifecycle
 - Market Research
 - RFP Development
 - Bid Evaluation
 - Contracting & Compliance
 - Reporting and Analysis

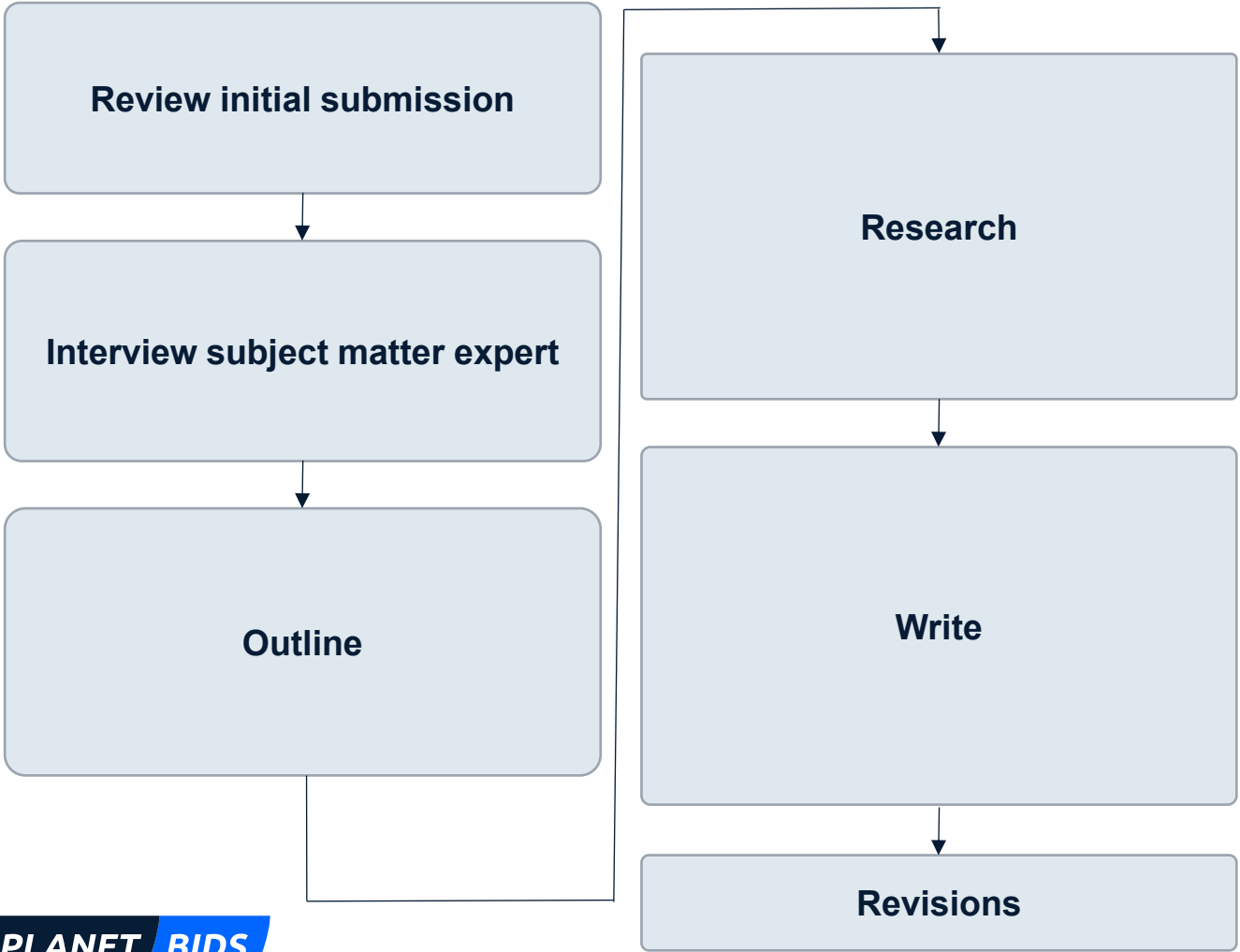
Creating a Solicitation Document

TRADITIONAL APPROACH

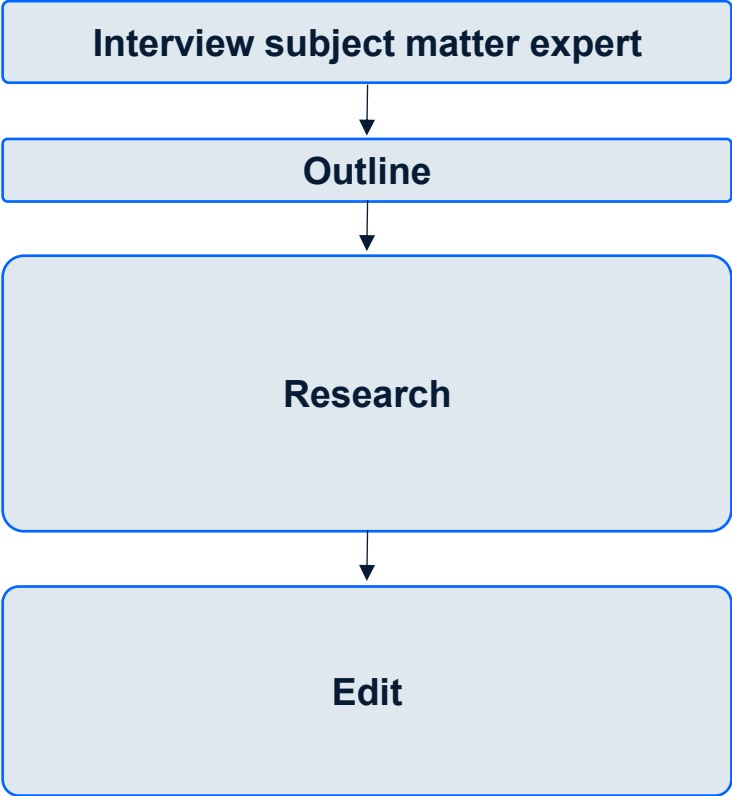


Creating a Solicitation Document

TRADITIONAL APPROACH



AI ASSISTED



Closing Thoughts

The Big Picture



AI enhances efficiency and transparency



Human oversight ensures ethical procurement



AI is a tool – not a decision-maker

Enhancing Transparency



Consistent Decision Making



Auditability and Compliance



Data-Driven Insights for Justification

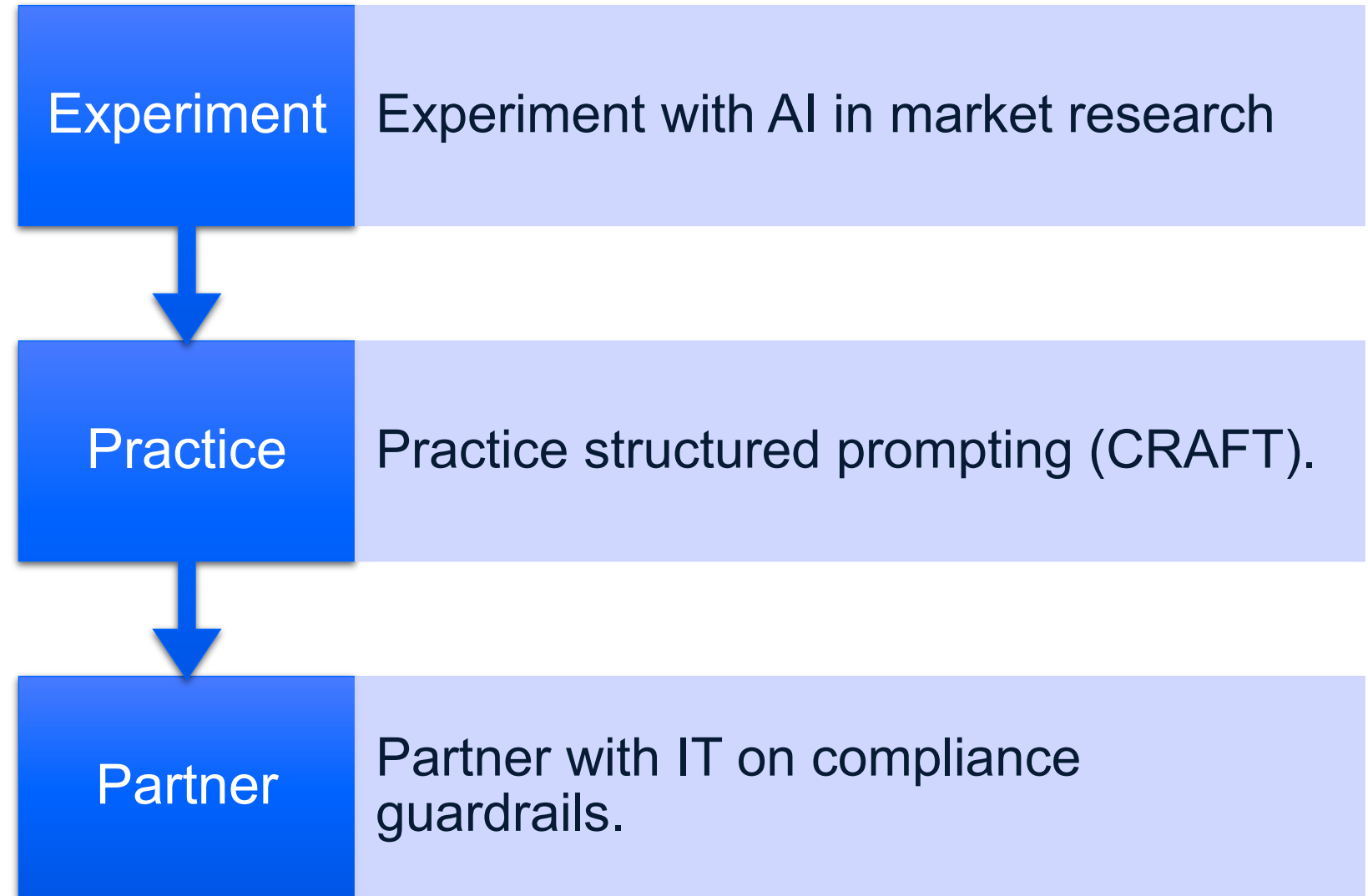


Reducing Human Bias



Enhanced Stakeholder Visibility

3 Steps to Start Tomorrow



One Final Thought

You are the decision-maker

SAVE A TREE. SCAN ME.



PLANET BIDS



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