

AI in Procurement

From curiosity to confident use

October 6, 2026

Your AI Panelists

Moderator



Jeremy Schwartz

COO/CPO

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Danny Mays

Assistant State Court Administrator

Maryland Judiciary



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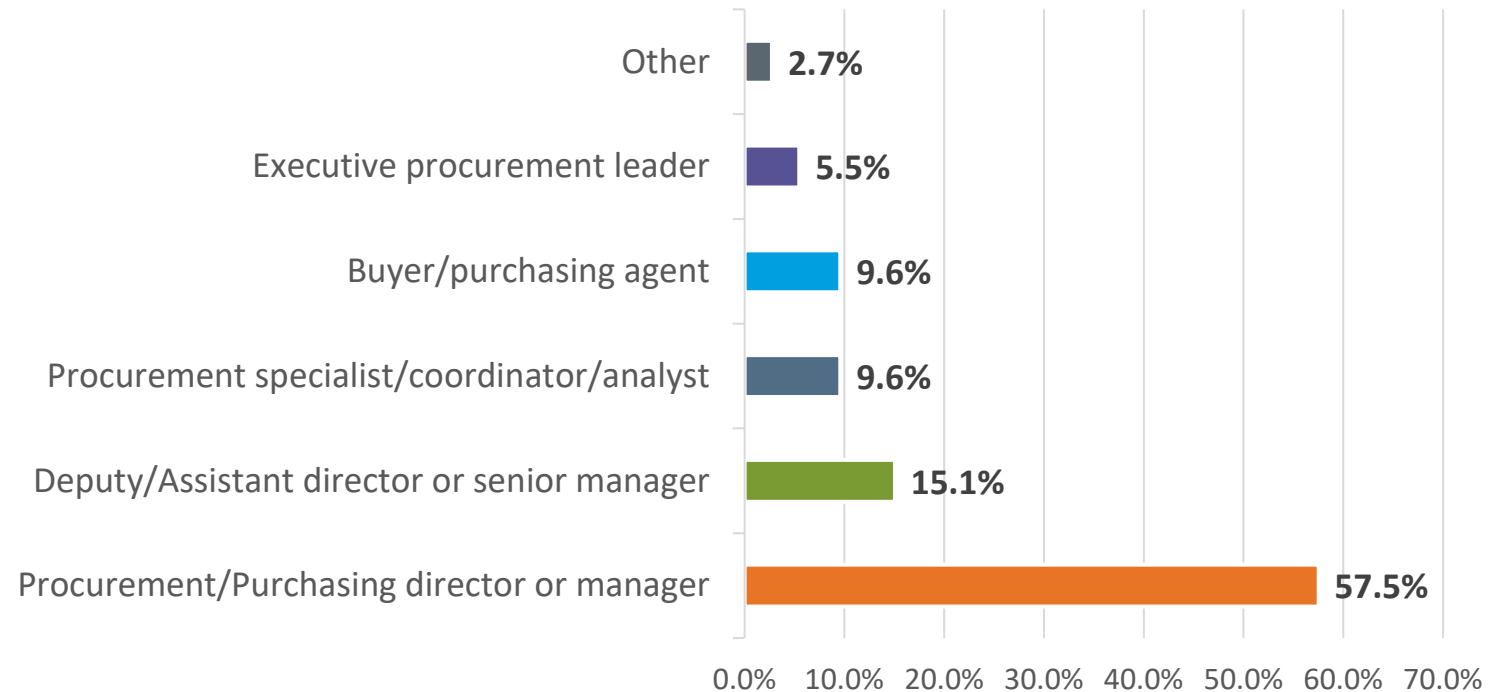
Sourcewell

“Going to jail faster isn’t necessarily better.”

— *Danny Mays, Director of Procurement*
Maryland Judiciary

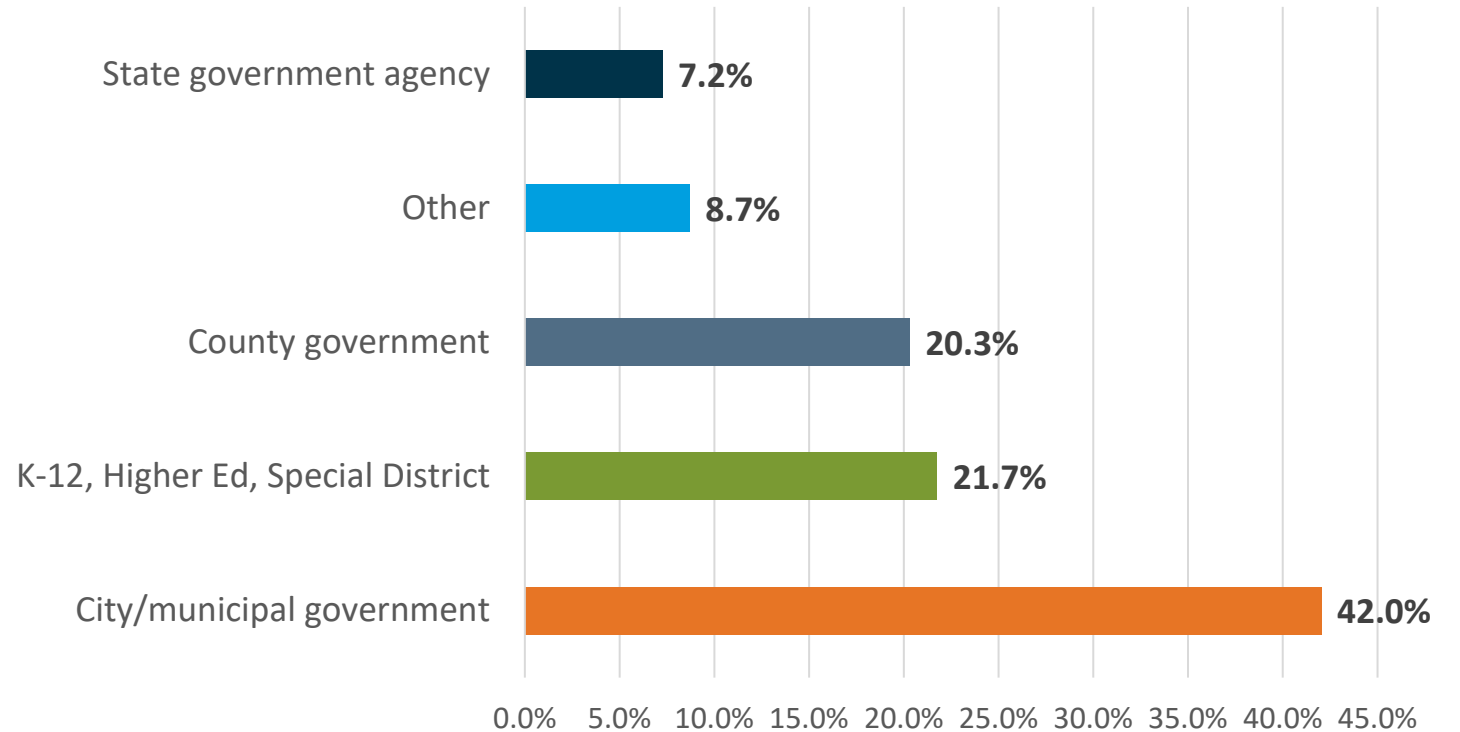
NPI AI Survey Results

69
respondents
current job roles



NPI AI Survey Results

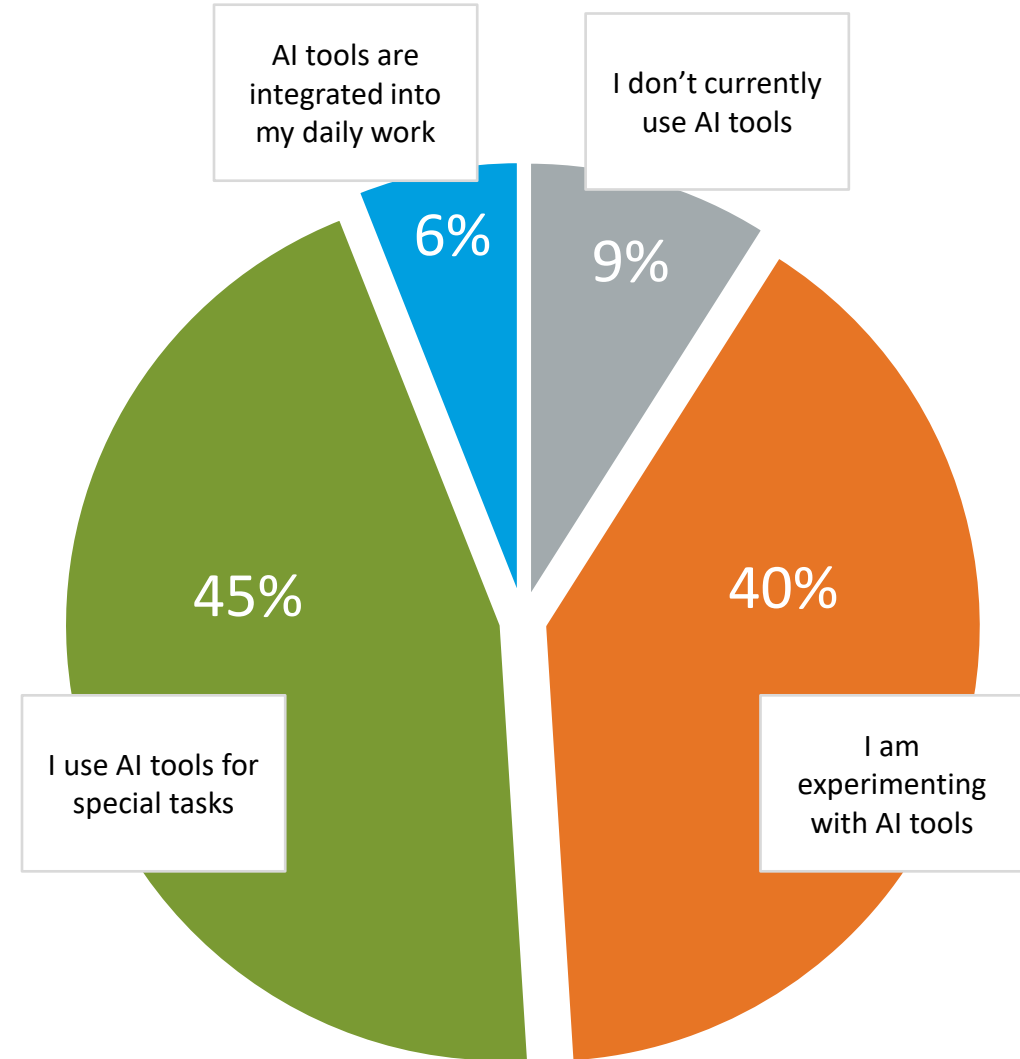
69
respondents
agency or
organizational type



AI is Already Here

91%
responders

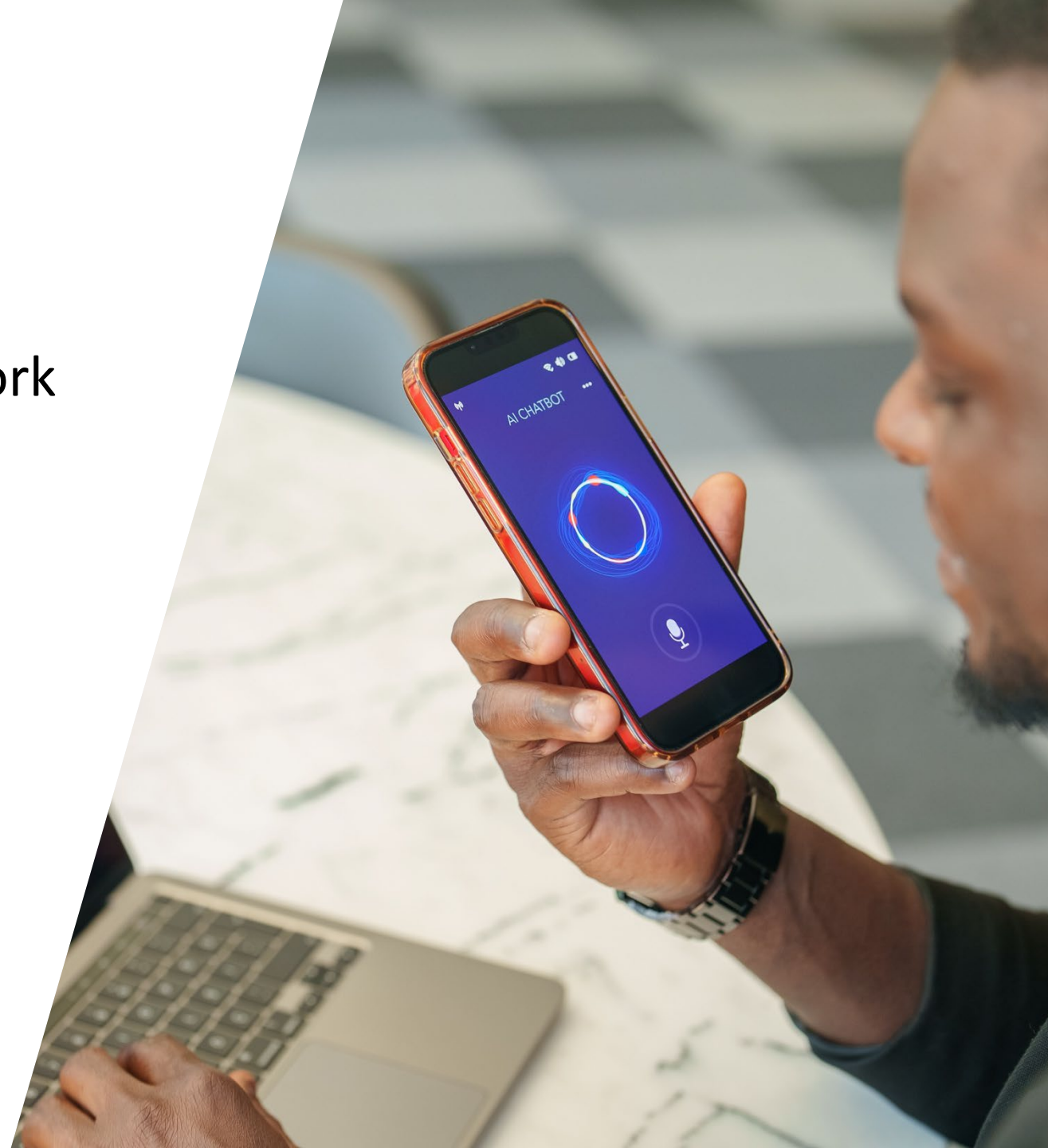
are using AI on the job,
even if just experimenting



The people raising concerns about AI are largely AI users themselves.

AI is a Useful Tool

- Think of AI tools as helpful staff members helping you lead the work
- Humans should make all the procurement decisions



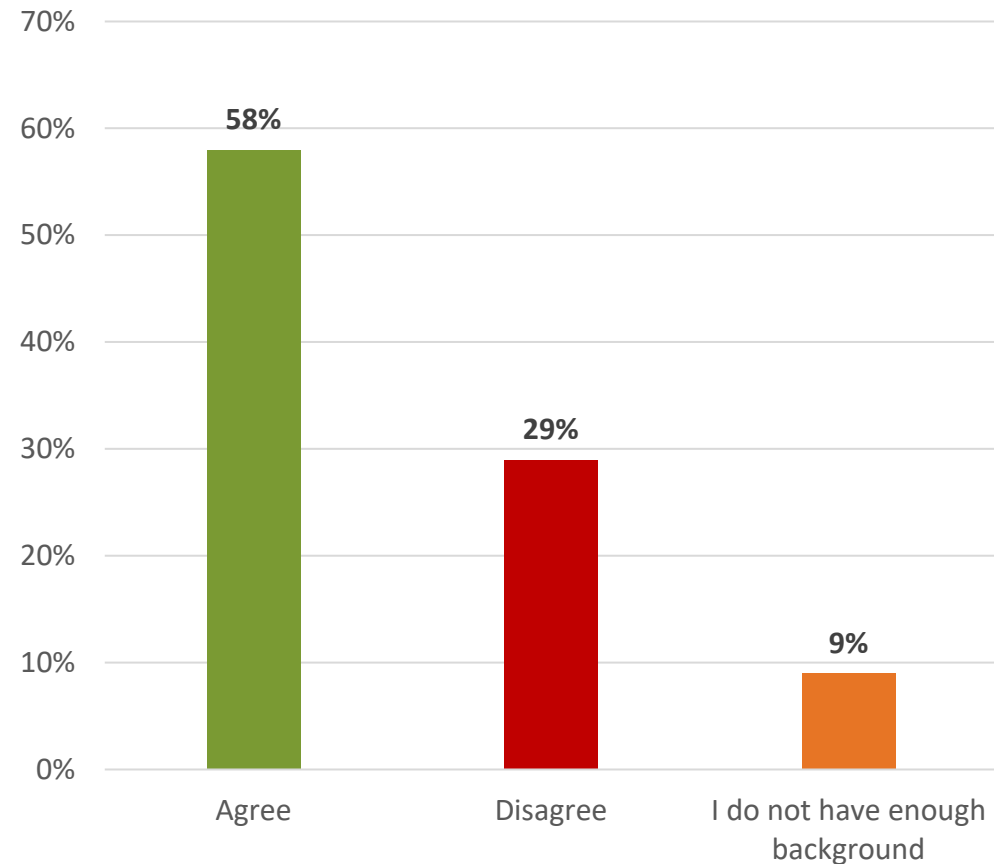
Question:

Have you seen at least one proposal in the last year where the language looked better than the content?

NPI AI Survey Results

I have encountered proposal narratives that appear highly polished but lack specific, variable detail aligned to the solicitation.

- 58% Agree
- 29% Disagree
- 9% Not enough background



Can You Spot AI in Action?

43

In your
in prom
this RFI

30

Sales force (see instructions above).

Geographic Coverage and Network of Sales and Service Providers

supports Sourcewell participating entities through a nationwide delivery and recruiting model with active coverage across the United States. Our service footprint includes long-standing engagements in states such as Texas, California, Colorado, Washington, Arizona, Florida, South Carolina, Vermont, and others, supported by centralized recruiting operations and regionally aligned account management teams. Sales and client engagement are managed through dedicated public-sector account executives and program managers who coordinate directly with participating entities, while recruiting and delivery teams operate through a centralized model that enables rapid response and consistent service regardless of location. For , will support service delivery through approved cross-border subcontracting partners or compliant local resources, where required by labor and regulatory requirements, under management and quality controls.

the provided proposal (as it

Workforce Capacity and Sector Alignment (FTEs)

maintains a scalable workforce model consisting of internal corporate staff and a large active consultant network assigned to client projects.

Corporate Staff approximately [XX-XX] full-time employees, all direct W-2 employees of supporting business development, recruiting, onboarding, compliance, payroll, and client management.

Assigned Service Personnel typically [XXX-XXXX] active resources annually, depending on contract utilization, working across IT staffing, consulting, project delivery, and professional staffing engagements. These resources may be W-2 employees or approved subcontractor employees, depending on client requirements, location, and labor classifications.

Sector Distribution (Approximate):

State & Local Government: [XX-XX]%

Education (K-12 and Higher Education): [XX-XX]%

Transportation & Transit Authorities: [XX-XX]%

Other Public Entities: [XX-XX]%

This sector balance enables to maintain domain-specific recruiting pipelines and role-based talent pools aligned with Sourcewell member needs.

Employment Model and Use of Third Parties

Sales, account management, recruiting, compliance, and contract administration are

Responders are Using AI

Volume is increasing; Quality is uneven

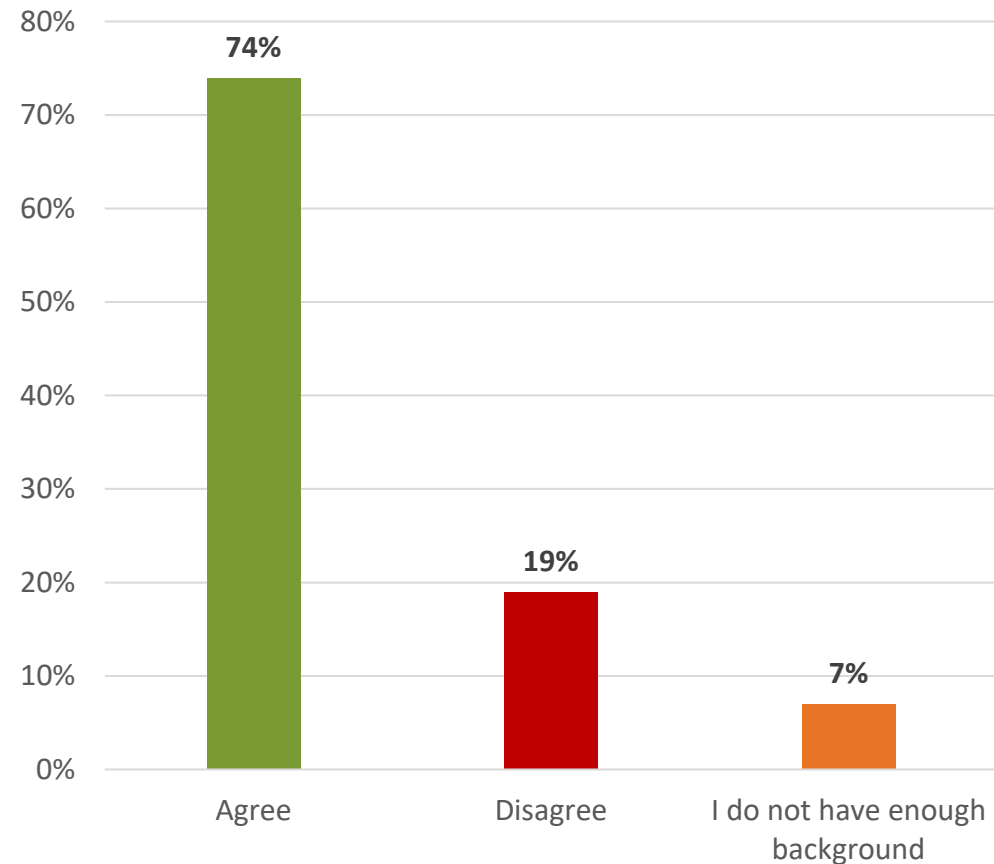
- Faster submissions
- More polished language
- More **standardized responses**
- More mistakes hidden behind **confident wording**



NPI AI Survey Results

AI-generated or AI-assisted proposal content may create public trust concerns if evaluation decisions are later subject to external review.

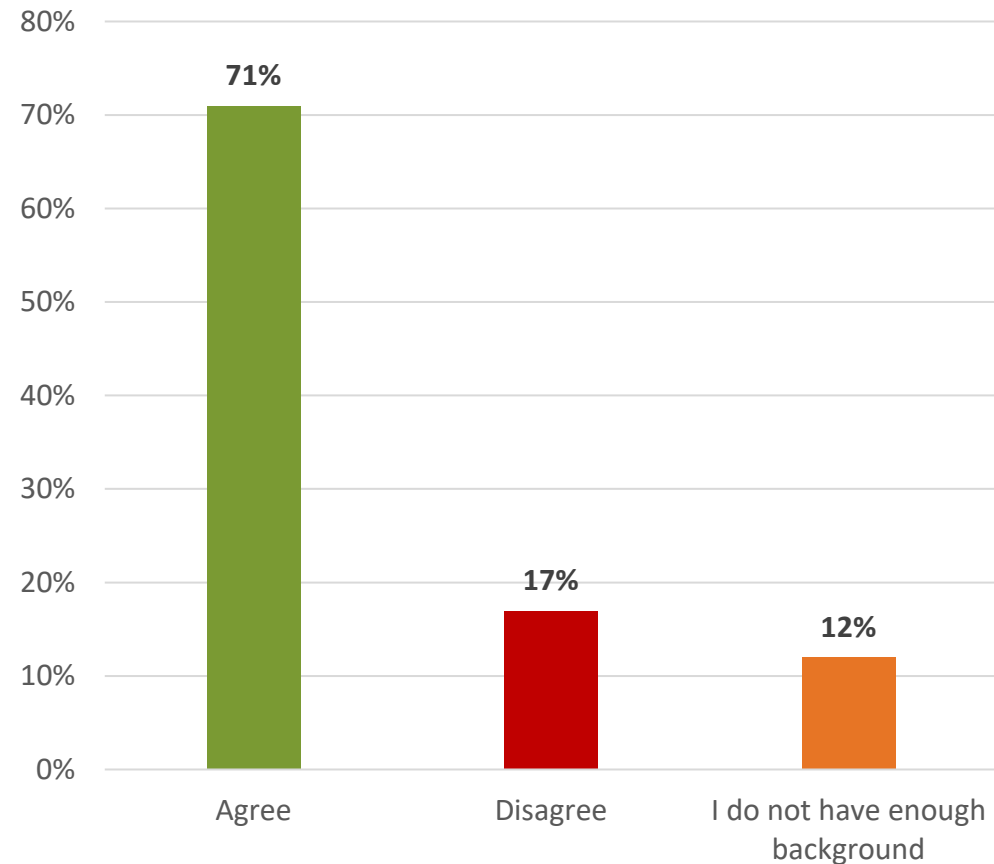
- 74% Agree
- 19% Disagree
- 7% Not enough background



NPI AI Survey Results

AI-assisted proposal narratives may increase evaluation time due to the need for deeper validation or clarification.

- 71% Agree
- 17% Disagree
- 12% Not enough background



AI Procurement Agents

Helping the Humans

Test a Flagging Agent

138% annual increase in re-solicitation responses; 2024-2026

- Help qualified suppliers from getting buried
- Screen **responsiveness** and **flag** missing requirements
- Identify flagged areas requiring human verification and judgement



Test a Flagging Agent

In Parallel Human Testing

- What would usually take 3 weeks for initial human screening
- Cut down to 4 days using AI during the test

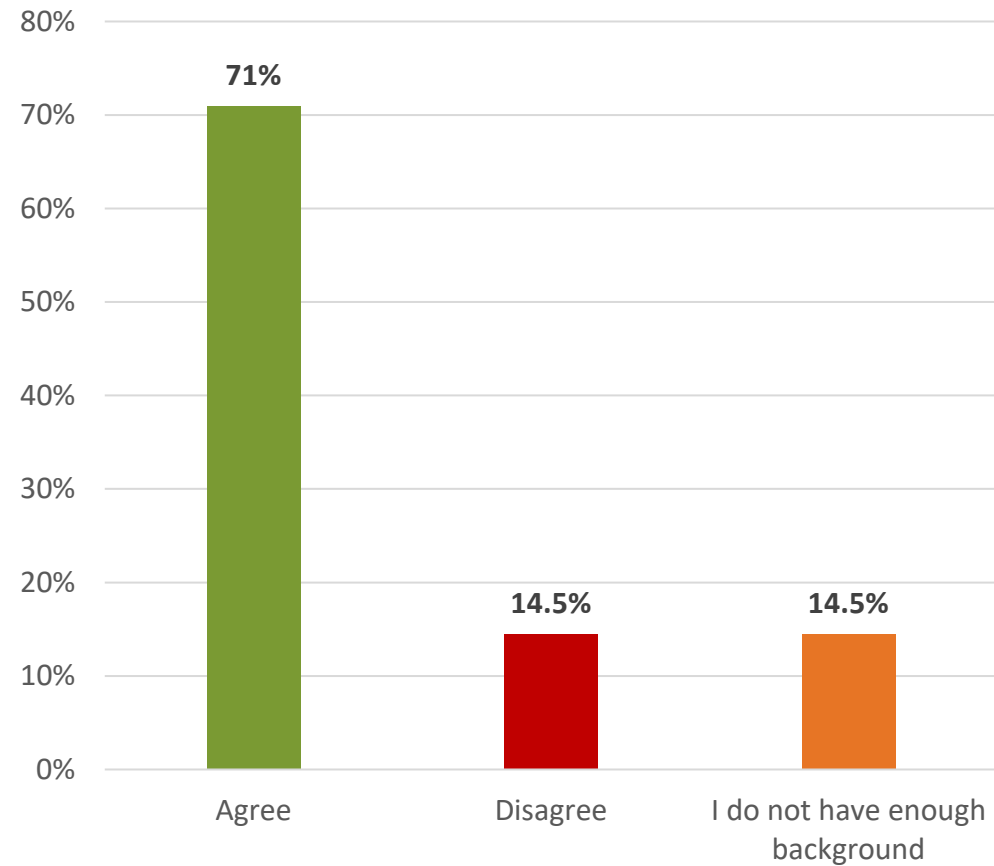
Reduced human screening time per response by 66%



NPI AI Survey Results

I feel confident in my ability to evaluate AI-influenced proposal content in a manner that is fair, consistent, and defensible.

- 71% Agree
- 14.5% Disagree
- 14.5% Not enough background



Other AI Procurement Help

Helping the Humans

Maryland Judiciary AI Solicitation Support

- Use AI to review RFP scopes
- Anticipate supplier questions ahead of time
- **Reduces** follow-up queries **by over 40%**



Question:

In procurement, is it harder deciding on suppliers or explaining the decision?

AI Aggregator for Debrief Support

Debrief requests are up 68% YoY at Sourcewell

- Build and test an AI agent to help
 - Extract evaluator notes
 - Cross reference and verify (human) with supplier proposal
 - Clarify talking points by evaluation criteria

AI Aggregator for Debrief Support

Aggregator reduced preparation time by 83%

- Faster turnaround times
- More defensibility and accuracy
- Clear, consistent explanations

Example Executive Summary

AI

- Flags similarities and duplication
- Predicts patterns
- Identifies pricing outliers
- Surfaces inconsistencies

Humans

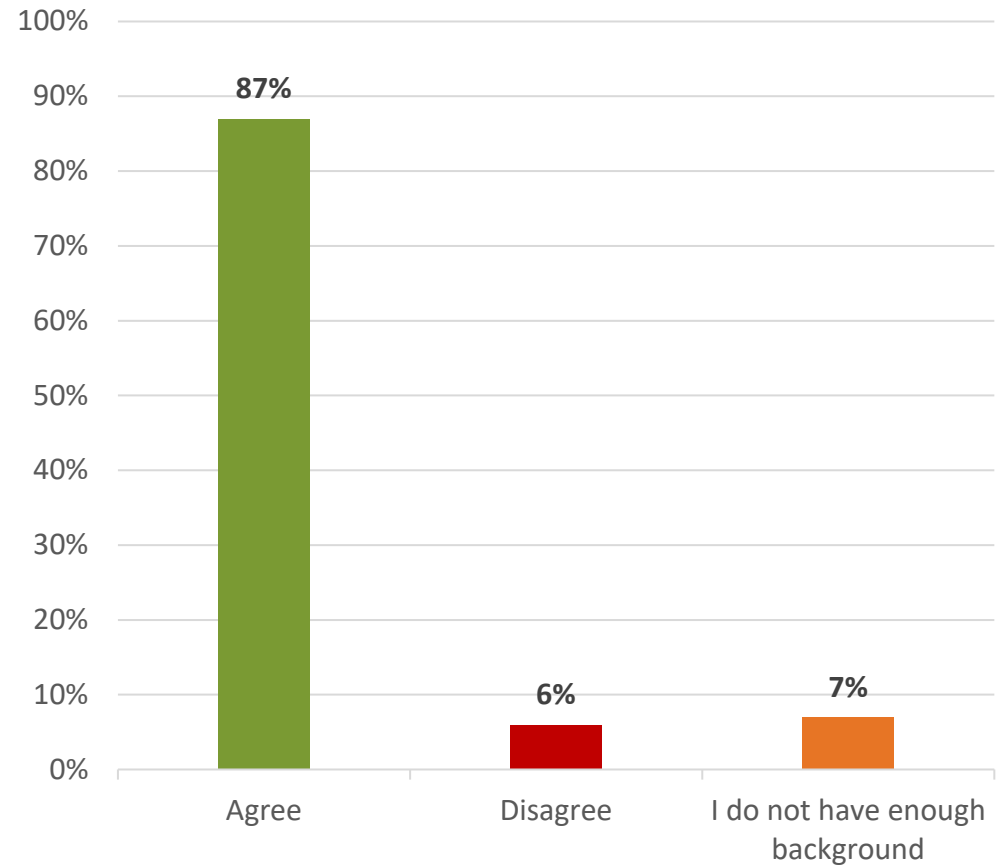
- Interpret intent
- Assess credibility
- Apply scoring criteria
- Ensure fairness and defensibility

Procurement needs both to handle the volume

NPI AI Survey Results

Practical evaluation guardrails or guidance would be helpful as AI use in supplier proposals becomes more common.

- 87% Agree
- 6% Disagree
- 7% Not enough background



Confidence Doesn't Eliminate Concern

The signal isn't "stop AI." It's "help us adapt responsibly."

74%

see public-trust concerns

71%

feel confident evaluating
AI-influenced content

87%

want practical procurement
guardrails

Open-Ended Response Themes



Session Summary

- You too can harness the increasing procurement power of AI
- Humans make the **best** procurement decisions. AI can help
- If you don't know where to start, draft an AI policy



Thank you



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