

NPI · Oct. 6, 2026

AI in Public Procurement





Your host

Bobby Williams

Solutions Engineer, OpenGov

Agenda

1. The State of AI in Procurement

2. What We Actually Mean by AI

3. Where AI Adds Real Value Today

4. What AI Should not Do

5. Risks to Manage

6. Building a Practical Roadmap

7. Q&A



AI is moving from pilot to practice.

Across government, AI has crossed from experimentation into daily operations. Procurement sits at the center of agency spending and risk, a high-value place to apply it, and a closely watched one. The question is no longer whether to use AI, but where it adds value and how to adopt it without sacrificing compliance.

Demystifying AI

Four kinds of AI you'll actually use.

Generative

Drafts language from a prompt and a template scopes, summaries, evaluation criteria. You edit and approve; it never sends.

Extraction

Reads documents and pulls structured data, dates, coverage limits, requirements, into fields staff can review.

Recommendation

Surfaces options ranked to your criteria, vendors that fit a scope, gaps in a draft, for a human to weigh.

Automation

Handles the repetitive routing and tracking between steps, so people spend time on judgment, not data entry.

Why Procurement Is Different

Procurement raises the bar for AI.

Public scrutiny

Every solicitation can be requested, questioned, or protested. Outputs have to withstand outside review.

Audit trail

Decisions must be documented and reproducible. A result you can't explain is a result you can't defend.

Policy alignment

Statute, local rules, and thresholds govern each step. AI has to work inside those limits, not around them.

Human accountability

A person signs the award. AI can inform that decision, it can never own it.

AI earns its place in procurement the same way a new buyer does, by being: accurate, transparent, and accountable to the people who sign the contract.

Use Case 01 · Scope Building

Draft stronger scopes, faster.

Today, a scope starts from a blank page or last year's RFP, hours of pulling old language, reconciling SME input, and looping revisions before legal sees it. With AI, a guided workflow and template library generate a first draft in minutes, grounded in your requirements. The result is a better starting point, not a document that bypasses your expertise.

Use Case 02 · Solicitation Review

Catch gaps before vendors do.

Most revision cycles exist because the first draft left something out. An AI assistant reviews the draft as you write, flagging missing requirements, inconsistent language, and unclear evaluation criteria. Human review still happens; it just starts from a much cleaner draft.

Use Case 03 · Vendor Discovery

Reach the right vendors, without the research.

Low competition is often a discovery problem, not a bidding one. Existing lists and broad postings narrow the field, fewer bids mean less leverage and weaker pricing. AI reads your scope and recommends vendors aligned to it, widening relevant outreach without adding manual research hours.



Use Case 04 · Addendum Summaries

Summarize an addendum in seconds.

When changes aren't communicated clearly, vendors submit non-compliant bids. Today, someone reads the whole amended document, finds what changed, and writes a summary while vendors wait. AI detects the changes and drafts a concise summary for staff to review and release.



Use Case 05 · Insurance Tracking

Stop tracking COLs in a spreadsheet.

When insurance data lives in emails and spreadsheets, coverage gaps slip through until it's too late. Vendors upload certificates to the contract record, and AI extracts policy dates, coverage types, and limits into fields for staff review. No re-entry, no tracking sheet, no surprise when a policy lapses.



Know The Limits

What AI should never do in procurement.

Make award decisions

Scoring and selection stay with people. AI can organize information; it cannot choose a winner.

Override policy

AI works inside statute and local rule. It never reinterprets a threshold or skips a required step.

Replace judgment

It drafts and suggests. Professional review is the control that keeps every output defensible.

Hide its reasoning

No black-box scoring. If you can't explain how a result was reached, it doesn't belong in the file.



What Not To Do

Where AI goes wrong in government.

A chatbot trained on stale policy gives confident, wrong answers to the public. An automated scoring tool ranks bids on logic no one can explain, and the award is protested. Sensitive data gets pasted into a public AI tool with no agreement. The pattern: AI placed where accuracy, transparency, or control can't be guaranteed.

Risks To Manage

Four risks to manage as you adopt.

Inaccuracy

AI can state wrong answers confidently. Verify outputs against source documents before relying on them.

Bias

Models reflect their training data. Watch recommendations and scoring for patterns that disadvantage vendors.

Data security

Know where your data goes. Use tools with clear agreements; never paste sensitive records into public chatbots.

Over-automation

Automating a step you don't understand hides risk. Keep a human reviewing anything that affects an award.

Getting Started

A roadmap that fits public procurement.

Start where risk is low

Begin with drafting and summarizing, high effort saved, low decision risk, not scoring or selection.

Keep a human in the loop

Define who reviews each AI output and document it. Review is the control that earns trust.

Align with policy and legal

Bring compliance and IT in early. Confirm data handling and recordkeeping before you scale a use case.

Measure, then expand

Track time saved and quality gained on one workflow. Let proof, not hype, drive the next step.

Questions?



Thank you!

Bobby Williams

bwilliams@opengov.com
