



AI in Procurement: From Curiosity to Confident Use

Presenters



Danny Mays knows procurement is more than buying things. It is about solving problems, managing risks, and driving real impact. Currently serving as the Assistant State Court Administrator of Operations and Chief Procurement Officer for the Maryland Judiciary, he has spent over 15 years enhancing procurement efficiency, transparency, and accessibility. Whether it is IT, construction, or policy, Danny focuses on simplifying complexity and delivering practical solutions.

Danny earned the 2024 NIGP Distinguished Service Award and holds certifications including NIGP-CPP, CPPO, CPPB, CPSM, and CPSD. He has served as President of the Maryland Public Purchasing Association, contributed to NIGP's Leadership Development Council, and teaches for NIGP, the Maryland Procurement Academy, and the University of Baltimore's Certified Public



Manager program. Through these roles, he helps develop the next generation of procurement leaders.

His focus is on building processes that actually work, developing leaders, and ensuring procurement delivers results that hold up in the real world.



As a Senior Procurement Analyst at Sourcewell, Lisa supports procurement teams through the design, evaluation, and oversight of competitive solicitations, ensuring processes are fair, transparent, and compliant. With over 14 years of experience in public procurement, she brings deep expertise in RFP development, evaluation strategy, and regulatory compliance.

Lisa holds both the CPPB and NIGP-CPP certifications and is passionate about advancing procurement practices through innovation.

She previously served four years on the Minnesota Chapter of NIGP Board, including as Professional Development Chair, where she supported learning and growth opportunities within the procurement community. Her recent work focuses on the practical application of artificial intelligence in procurement, helping agencies improve efficiency, strengthen evaluation integrity, and make more informed decisions.

Lisa is excited to share her experiences with the evolving role of AI in procurement, including practical insights, lessons learned, and considerations for agencies exploring how to integrate these tools into their processes.



Jeremy Schwartz is the Chief Operating and Procurement Officer (COO/CPO) at Sourcewell, where he leads operational excellence, procurement, and strategy system deployment. Based in Staples, Minnesota, he has strengthened Sourcewell through innovative procurement practices, operational improvements, and technology initiatives, including the strategic and responsible deployment of AI. Jeremy is recognized for his collaborative leadership style, commitment to team development, and focus on continuous improvement. He is active in the procurement industry through organizations like NIGP and NPI, where he shares insights and best practices. His leadership continues to enhance Sourcewell's performance, innovation, and reputation within the public procurement sector.

Summary:

As suppliers increasingly rely on AI tools to generate proposal content, today's evaluators need practical guardrails to safeguard decision-making and save time. AI is already embedded in supplier proposals — often in ways that are easy to miss, but still capable of distorting scoring, reviewer perception, and overall evaluation fairness.

This panel session offers lessons learned from Sourcewell's retrospective on a recent evaluation process, where evaluators determined that AI was used in creating portions of the proposal narratives submitted. Participants will leave with actionable guidance and a clear understanding of the top risk factors of AI-influenced proposals, tailored to the NPI members unique transparency, modernization, and public-trust standards.