

Elevate+

Welcome to Elevate+ 2026

Designing the AI-native
procurement organization

Last Evening Recap

About last
night...



Best of Breed in the age of AI



We're on the road again! Join us at our upcoming procurement networking events.

 ProcureCon, Cologne - Sept 22

Save your spot here



 DPW Amsterdam - Sept 30

Save your spot here





Welcome by Archlet

Lukas Wawrla

Co-Founder



Designing the AI-native Procurement Organization

How people, technology, and decision-making evolve when AI agents do the work

Today's speakers



**Mitch
Matt**

Sazerac



**Rebecca
Elias**

Robert Bosch



**Ishant
Garg**

PepsiCo



**Johana
Ludwig**

dsm-firmenich



**Seven
Zoccolillo**

allpack &
Konapharma



**Romain
Rousseau**

Accenture



**Martin
Ballmer**

Emmi Group



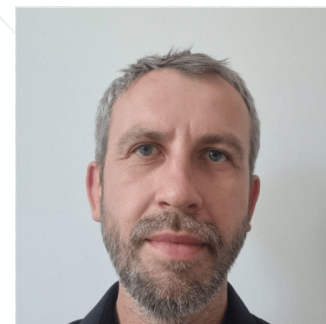
**Michael
Blumentsev**

Advisory and
Transformation



**Kasper
Noes**

Danfoss



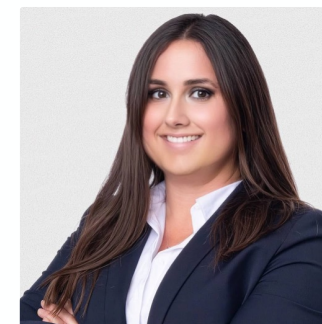
**Tomasz
Widera**

Zalando



**Karla
Romero**

Danfoss



**Giuliana
Orsini**

CPO



**Ulrike Hinske-
Richter**

Hunter Douglas



**Jacob
Larsen**

Moneyball CPH

→ **Today in figures:**

Joined by

150

participants from
93 companies

From more than

13

Countries across the globe
(US, Denmark, England,
Norway, France, Spain,
Belgium, Netherlands and
many more)

→ Today in figures:

Joined by

20+

Clients



ESTÉE LAUDER



dsm-firmenich ●●●



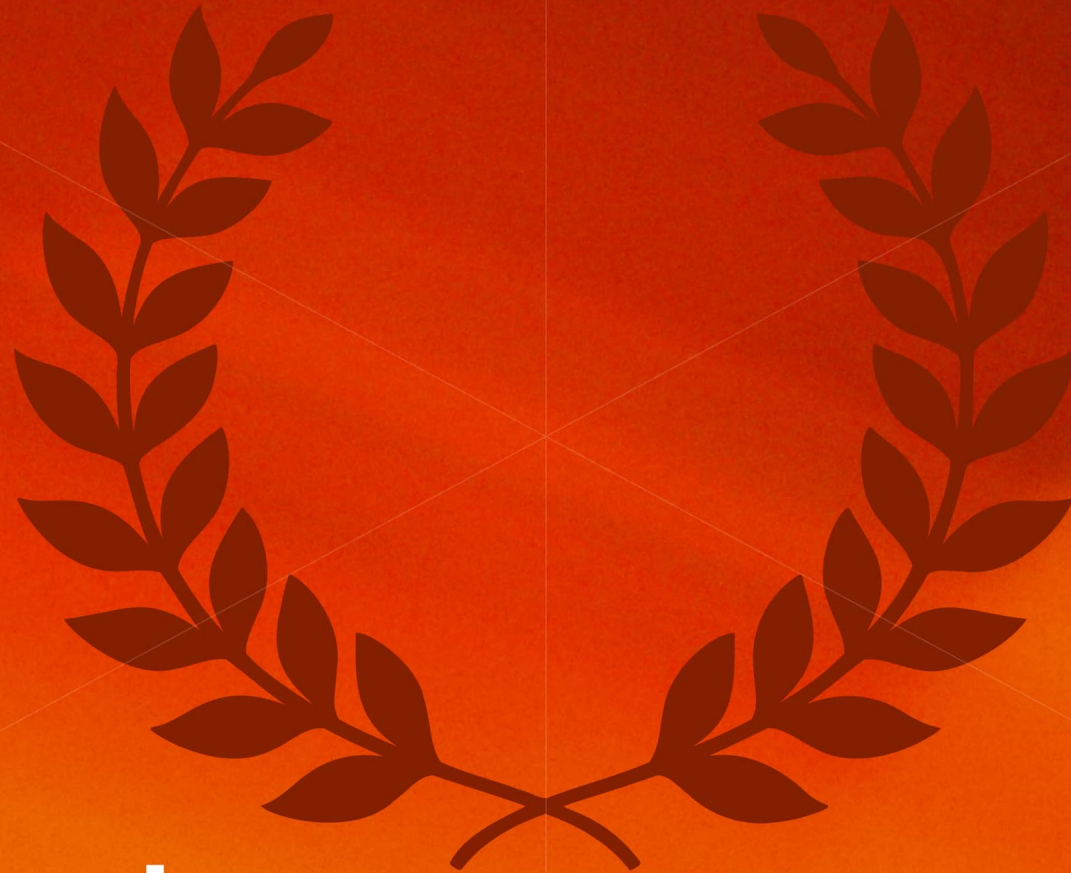
SWISSLOG



Givaudan



...



Archlet Elevate Awards 2026

Elevate+

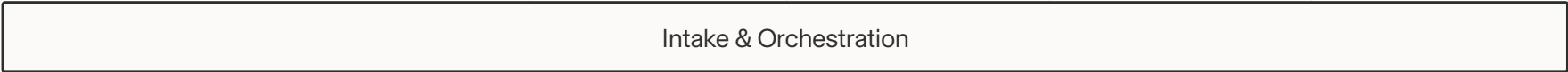
Today's Partners spotlight

ORO

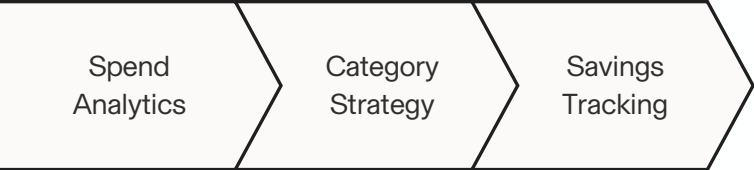
creactives

Sievo

Archlet connects a best-of-breed ecosystem



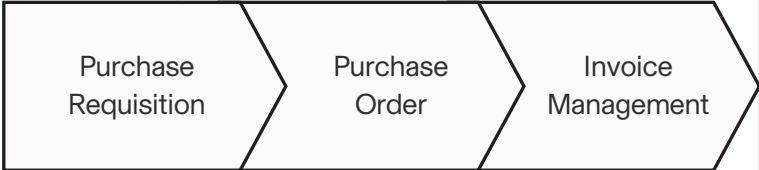
Plan to Strategy



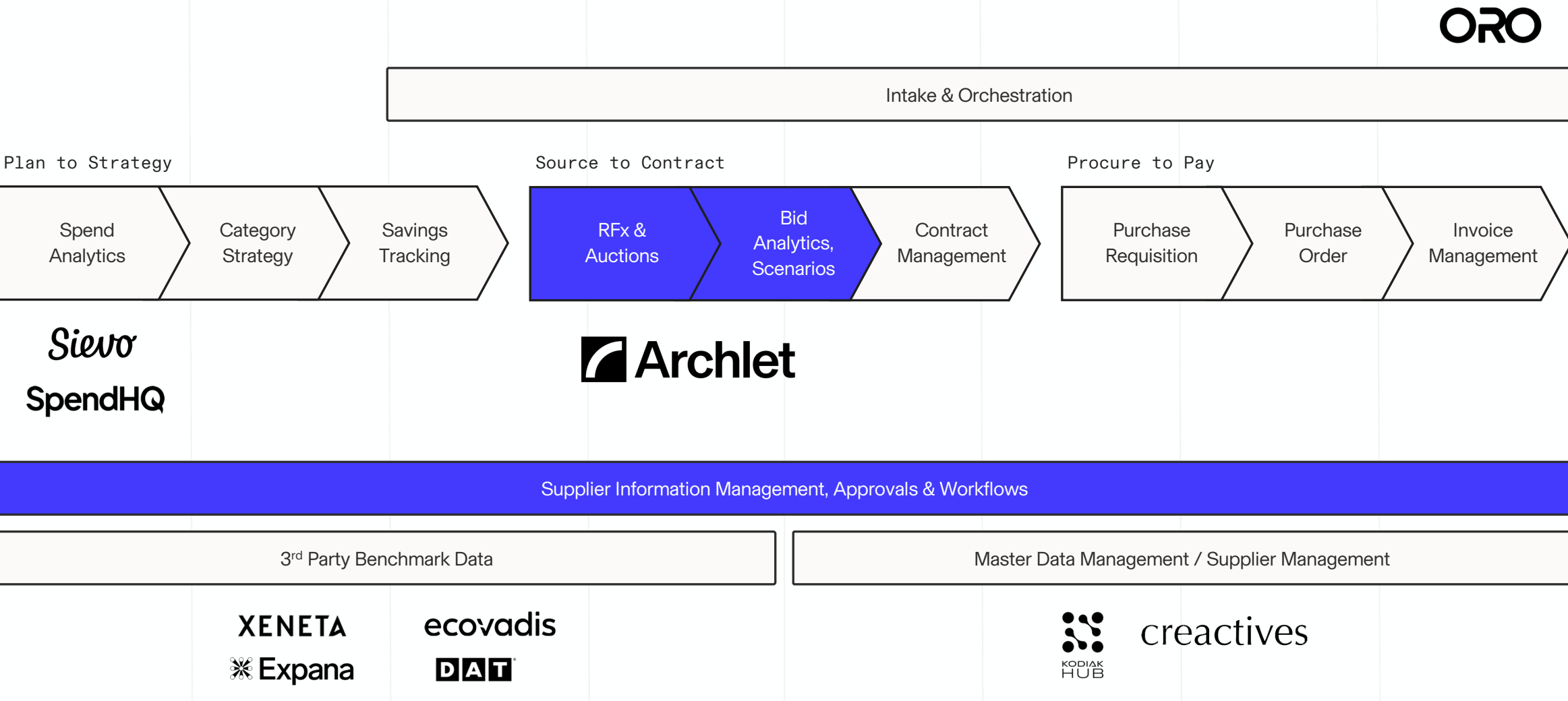
Source to Contract



Procure to Pay



Archlet connects a best-of-breed ecosystem



Morning Agenda

Thursday
May 07

09:15-10:00

Morning sessions with Archlet

Archlet’s founders share our journey and product vision. Then, explore client impact stories led by Archlet’s Chief Customer Success Officer, Alina Heimgartner

10:00-10:25

Fireside chat with Robert Bosch

with Rebecca Elias (Robert Bosch) and Alina Heimgartner

10:25-10:45

Coffee break

10:45-11:20

Sazerac’s eSourcing Rollout playbook

with Mitch Matt (Sazerac)

11:20-12:00

Successful eSourcing rollout panel

with Ishant Garg (PepsiCo), Johana Ludwig (dsm-firmenich), Seven Zoccolillo (allpack & Konapharma)

12:00-13:30

Lunch and Archlet Demo Fair

Stop by the Archlet Fair during lunch to meet with our team and see what’s new in Archlet and explore autonomous sourcing in action.

Afternoon Agenda

Thursday
May 07

13:30-13:55

Keynote: Reinventing Procurement with Agents
with Romain Rousseau (Accenture)

13:55-14:00

Head to your track (check back of name tag)

14:00-16:20

Breakout tracks
Excellence Tracks with Archlet, Sievo, and ORO Labs
Logistics Track with Archlet, Danfoss, Zalando and Estée Lauder

16:20-17:00

The future of eSourcing and procurement panel
with Karla Romero (Danfoss), Giuliana Orsini, Ulrike Hinske-Richter (Hunter Douglas). Moderated by Guillaume Leopold (EY)

17:00-17:10

Closing thoughts and Elevate Awards
with Lukas Wawrla

17:10-18:30

Networking apéro



Archlet's Journey and Outlook

Tim Grunow

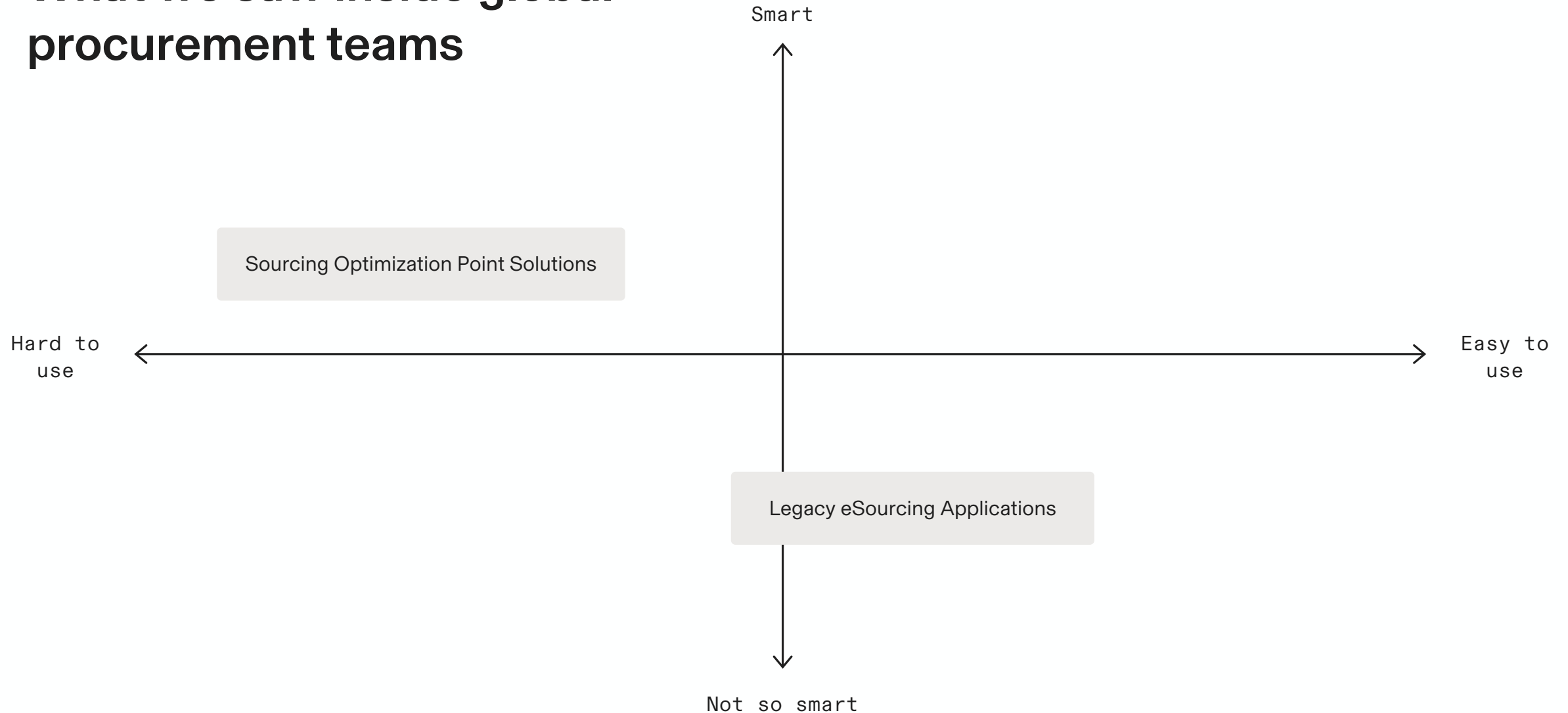
Archlet Co-Founder



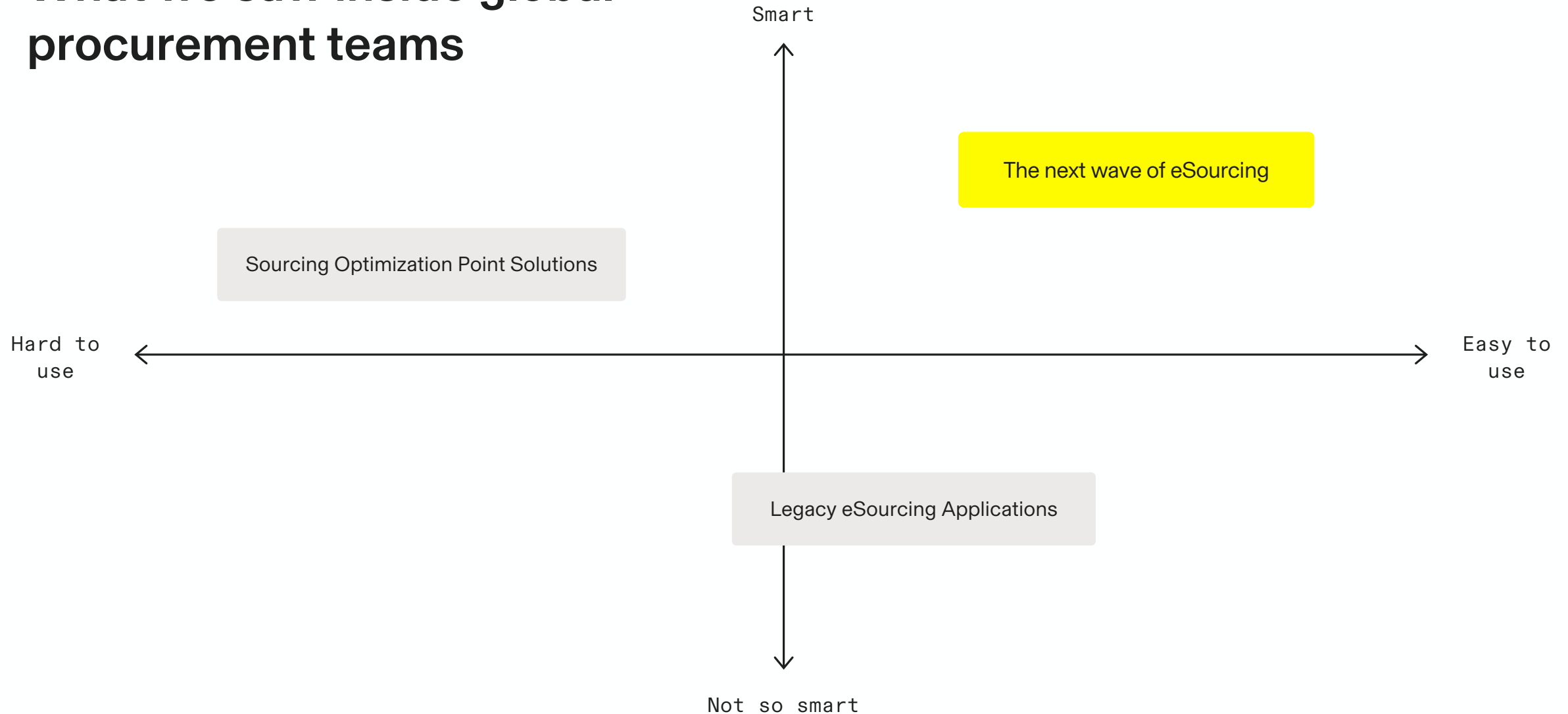


Year: 2019

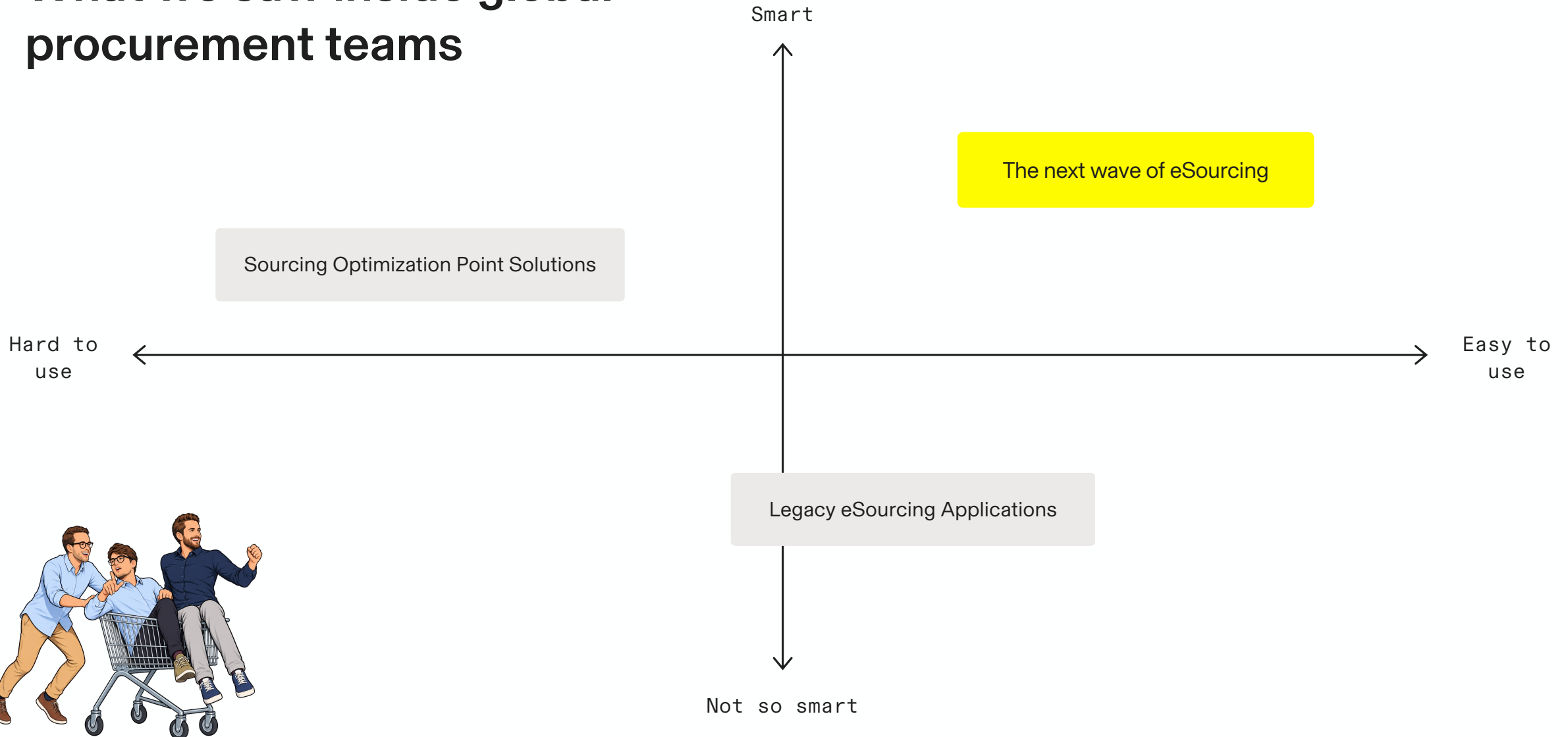
What we saw inside global procurement teams



What we saw inside global procurement teams



What we saw inside global procurement teams



2019

“Don't build another sourcing tool.”

2026

**“Turns out it's a great time to build
another sourcing tool.”**

2026 in numbers

Trusted by

100+

customers
worldwide

Backed by

65

A-Team
members

Accelerating with

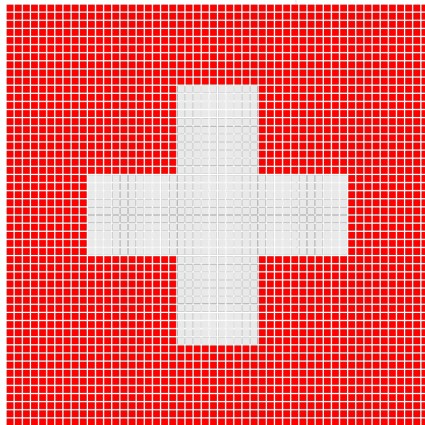
2x

year-on-year
revenue growth

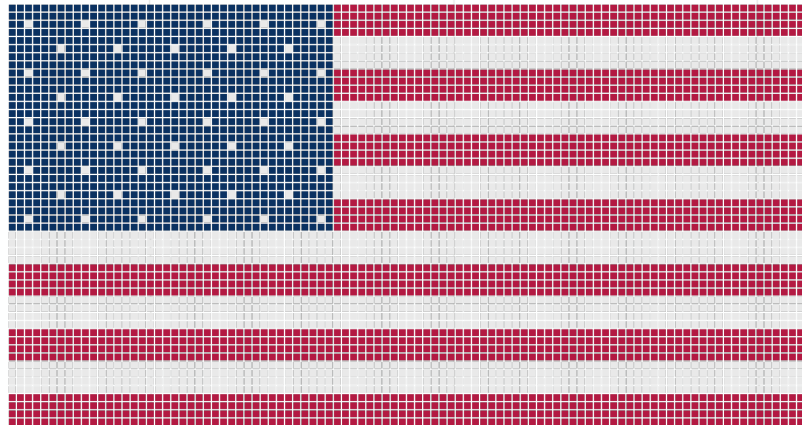
dsm-firmenich	Versuni	FREUDENBERG	Danfoss	SPiE	Walmart	KUEHNE+NAGEL	TE TotalEnergies
coop	LIDL	STADA	MERZ	GRAINGER	iff	pepsico	REGENERON
prezero	zalando	HALEON	NBCUniversal	Transocean	Takeda	BOSCH	B/S/H/
OMV	AG Barr BUILDING GREAT BRANDS	FedEx	reckitt	ESTÉE LAUDER COMPANIES	hexion	LANXESS	COMCAST

dsm-firmenich	Versuni	FREUDENBERG	Danfoss	SPiE	Walmart	KUEHNE+NAGEL	TotalEnergies
coop	LIDL	STADA	MERZ	GRAINGER	iff	pepsico	REGENERON
pre zero	zalando	HALEON	NBCUniversal	Transocean	Takeda	BOSCH	B/S/H/
OMV	AG Barr	FedEx	reckitt	ESTÉE LAUDER COMPANIES	hexion	LANXESS	COMCAST

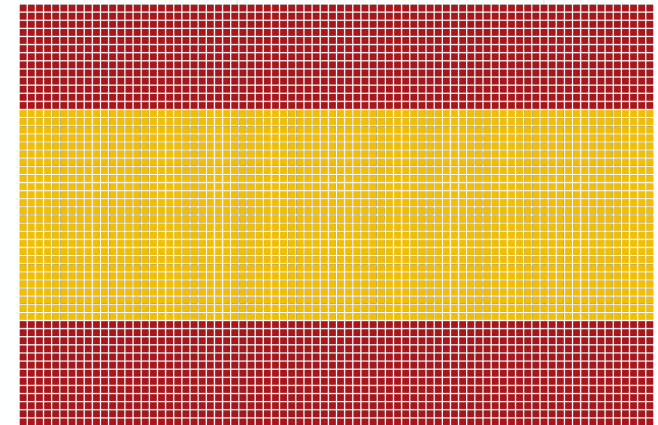
Archlet is global



Archlet



Archlet US



Archlet Spain

Used in



130+

countries

Weekly Active Users



8'320

Artificial Intelligence

The background is a blurred, artistic representation of a city street at night. It features horizontal streaks of light in various colors, including green, red, yellow, and white, suggesting motion or a long-exposure photograph of traffic lights and streetlights.

The agentic era in
Procurement

Meet Severin



Meet Severin



Severin, Lead Software Engineer at Archlet

9 MONTHS AGO

- ~ **60%** of Severin's time: **writing code**, fixing bugs, reviewing PRs
- **Rest:** coordinating and aligning the team on what to build

TODAY

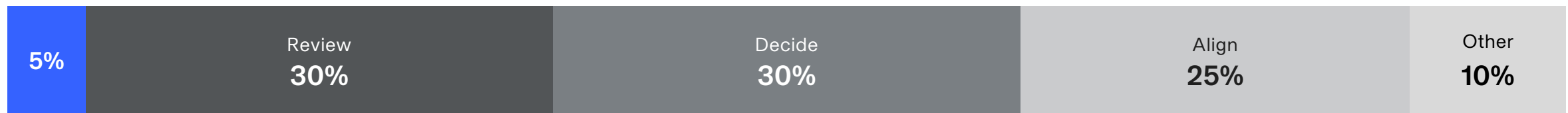
- **Change:** ~95% AI-written code
- **Flow:** Severin plans → AI executes → he tests and fine-tunes
- **Example:** A rewrite that used to take days: 1h prompting + 1h AI execution

Same goal, very different hours

9 MONTHS AGO



TODAY



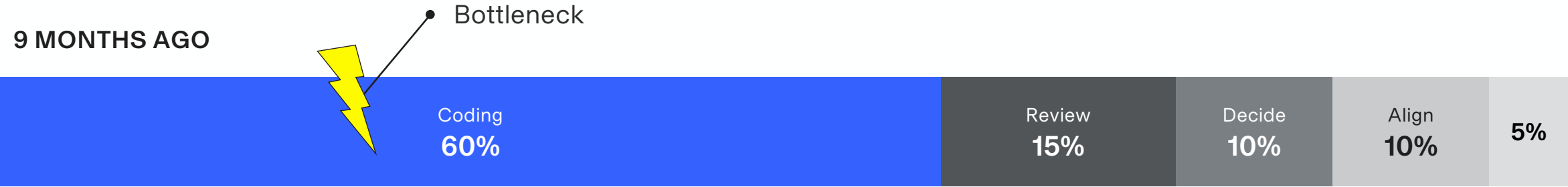
Reading code, catching bugs,
peer-reviewing pull requests.

Scoping the work, prioritizing,
making architectural decisions.

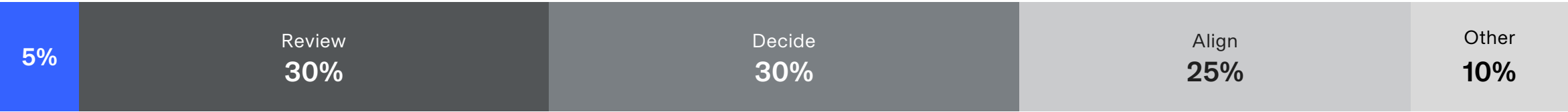
Working with PMs, UX, other
engineers, stakeholders.

Same goal, very different hours

9 MONTHS AGO



TODAY

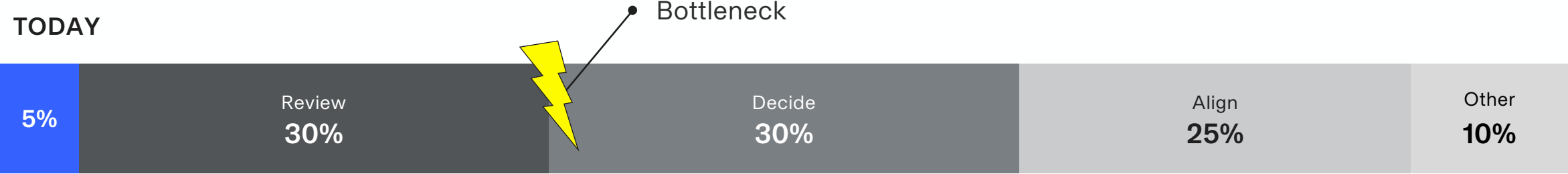


Same goal, very different hours

9 MONTHS AGO



TODAY





The agentic era in

Software Engineering

The software engineer's job is being redefined

- The "coder" role is gone - good engineers now wear PM, UX, and architect hats
- Same team, more output (Output gains vary: ~2× on simple projects, ~30% on complex ones)

If AI writes almost all the code, why aren't we 10x faster?

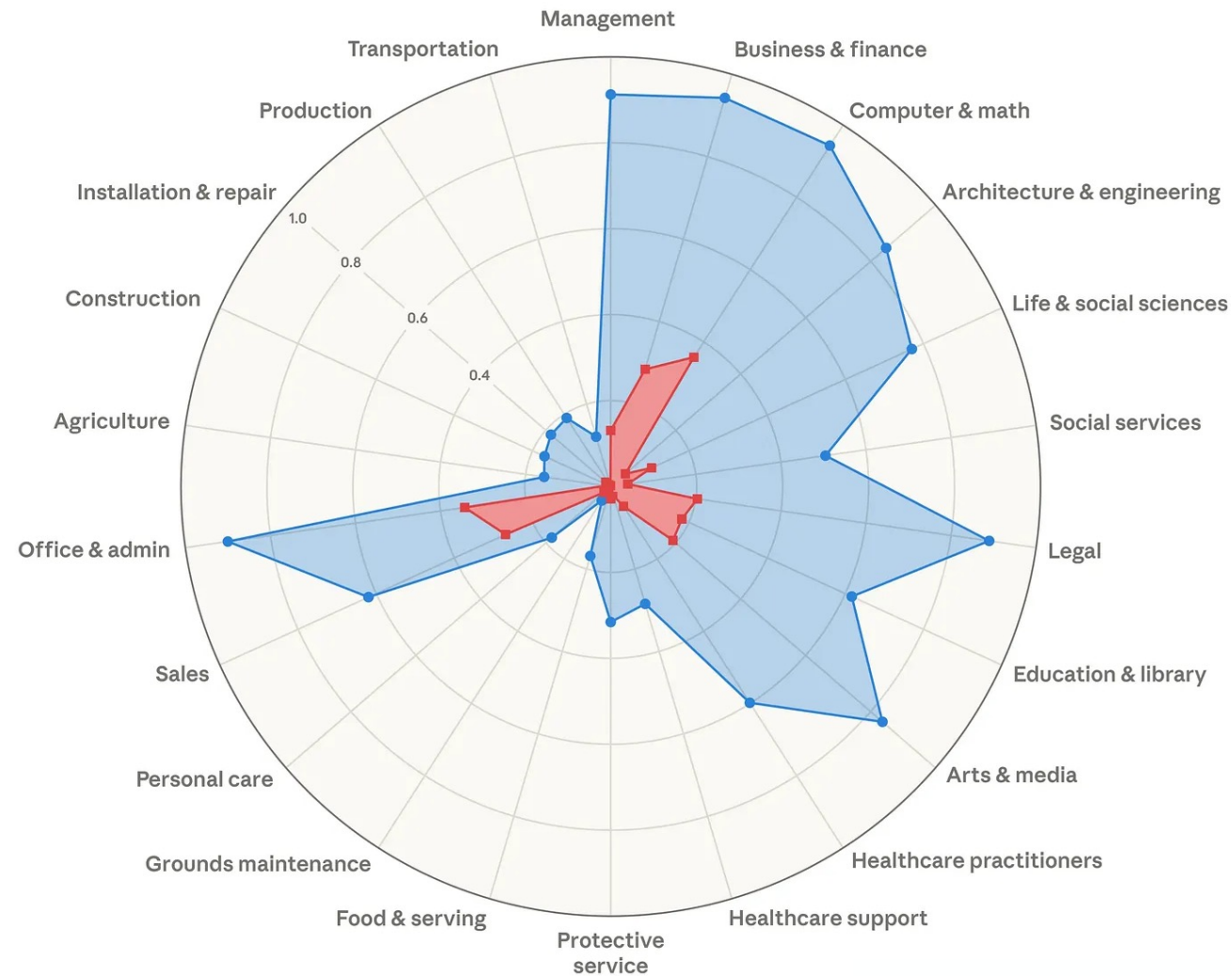
1. Coordination overhead stays - AI doesn't help teams align on what to build
2. Humans stay accountable - reviews still happen
3. More context switching, less deep-focus (switching cost is real)



The agentic era in

Software Engineering

Theoretical capability and observed usage by occupational category (Anthropic, March 2026)

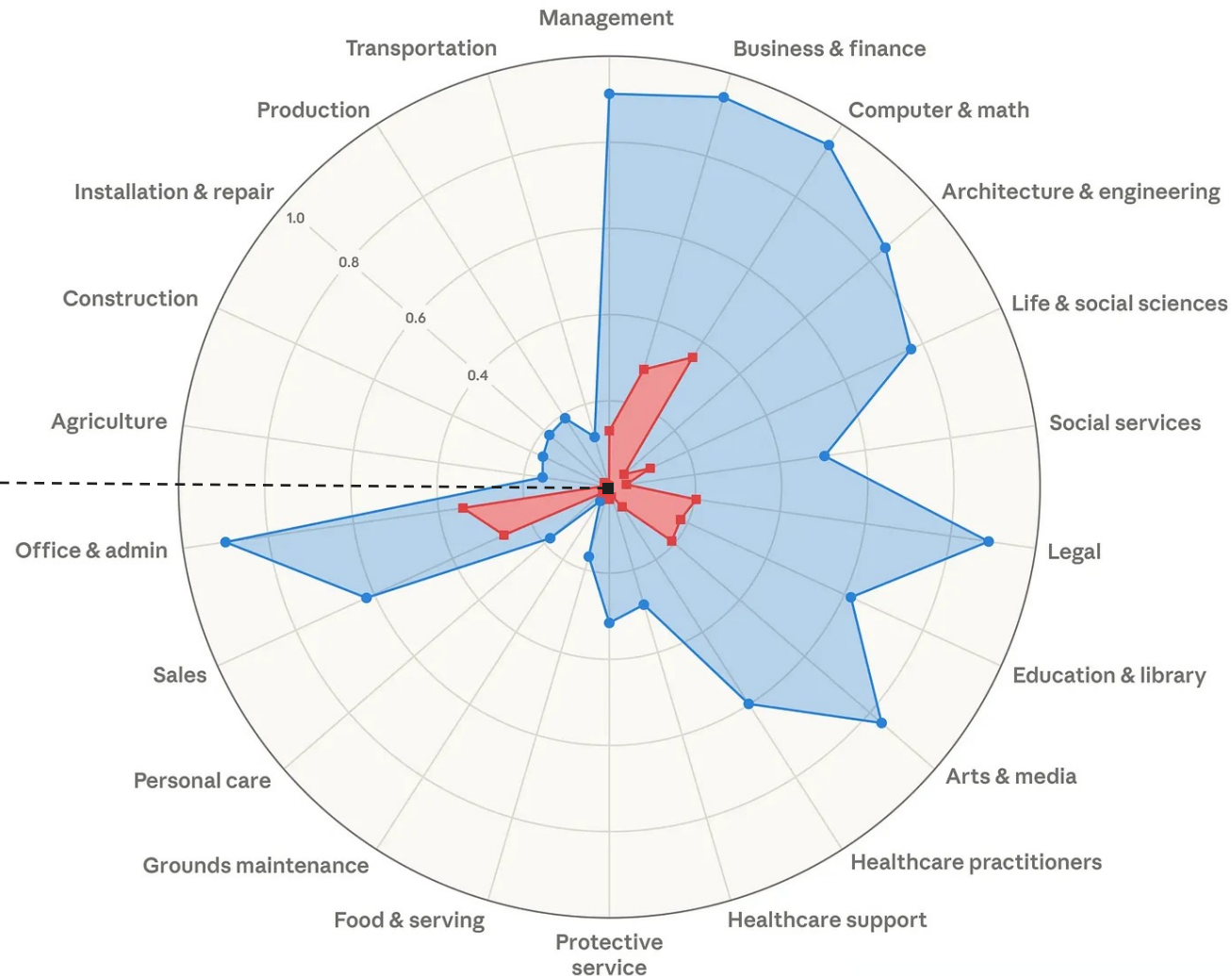


Theoretical capability and observed usage by occupational category (Anthropic, March 2026)

Procurement

12% of enterprise procurement teams have achieved widespread AI adoption.

Source: The Hackett Group, 2026 Procurement Key Issues Study.



The agentic era in
Procurement

What's happening in software engineering is a preview of what's coming for procurement

WHAT ENGINEERING SHOWED US

- Tactical work is automated, judgment becomes more important
- Roles recombine around higher-value work
- Same team, more output

WHAT IT MEANS FOR PROCUREMENT

- Procurement has more judgment and context than coding - but a lot of tactical work is still in scope
- The bottleneck shifts to **what** to source, **how** to negotiate, **when** to push back - and how to bring stakeholders along
- Category knowledge and supplier context become your moat

Procurement

TODAY



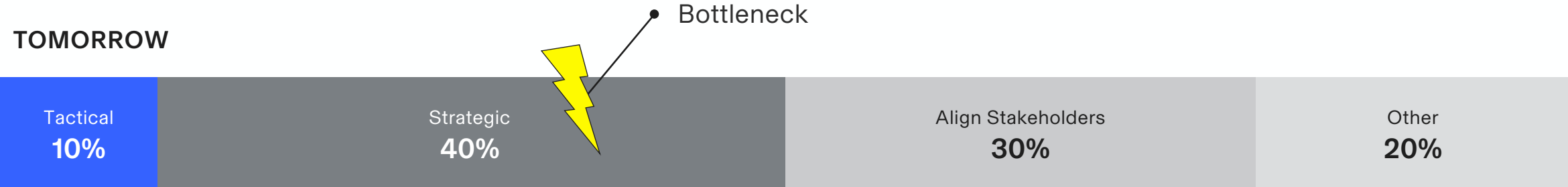
TOMORROW



TODAY

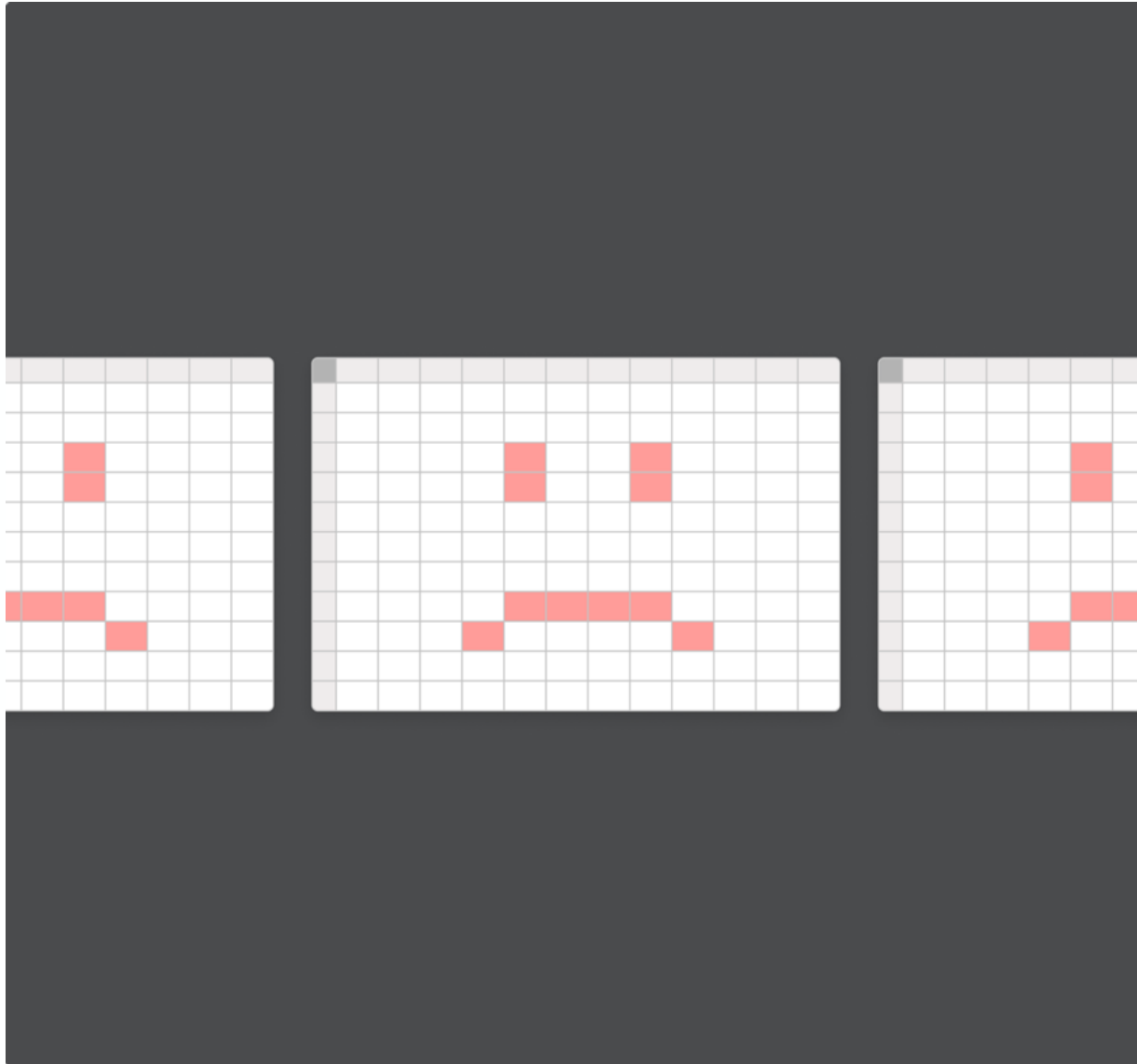


TOMORROW



The agentic era in
Procurement
- a huge opportunity

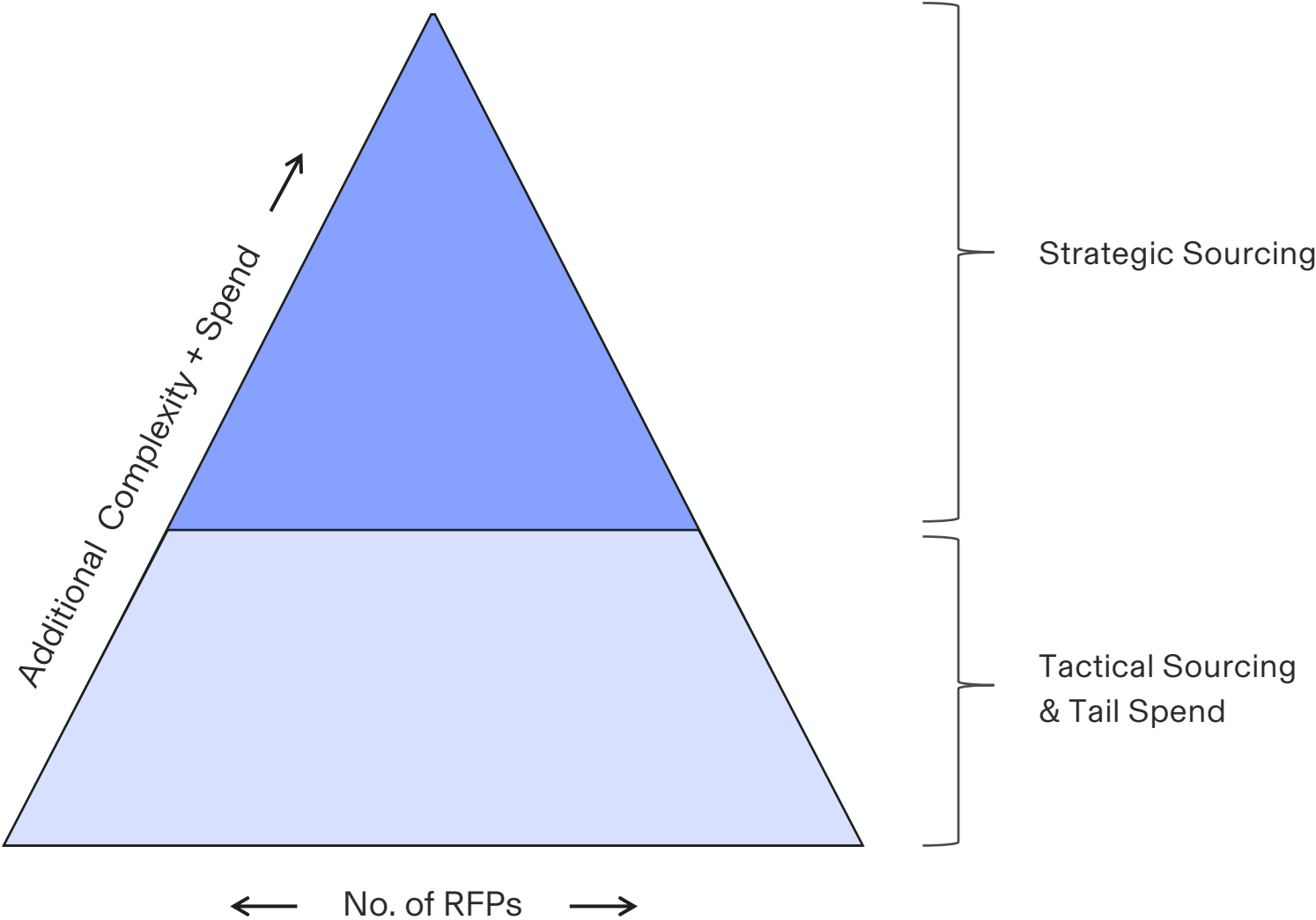
**Different sourcing problems require
different levels of automation**



REALITY CHECK

Most procurement teams still run on legacy systems, Excel, and email.





Strategic

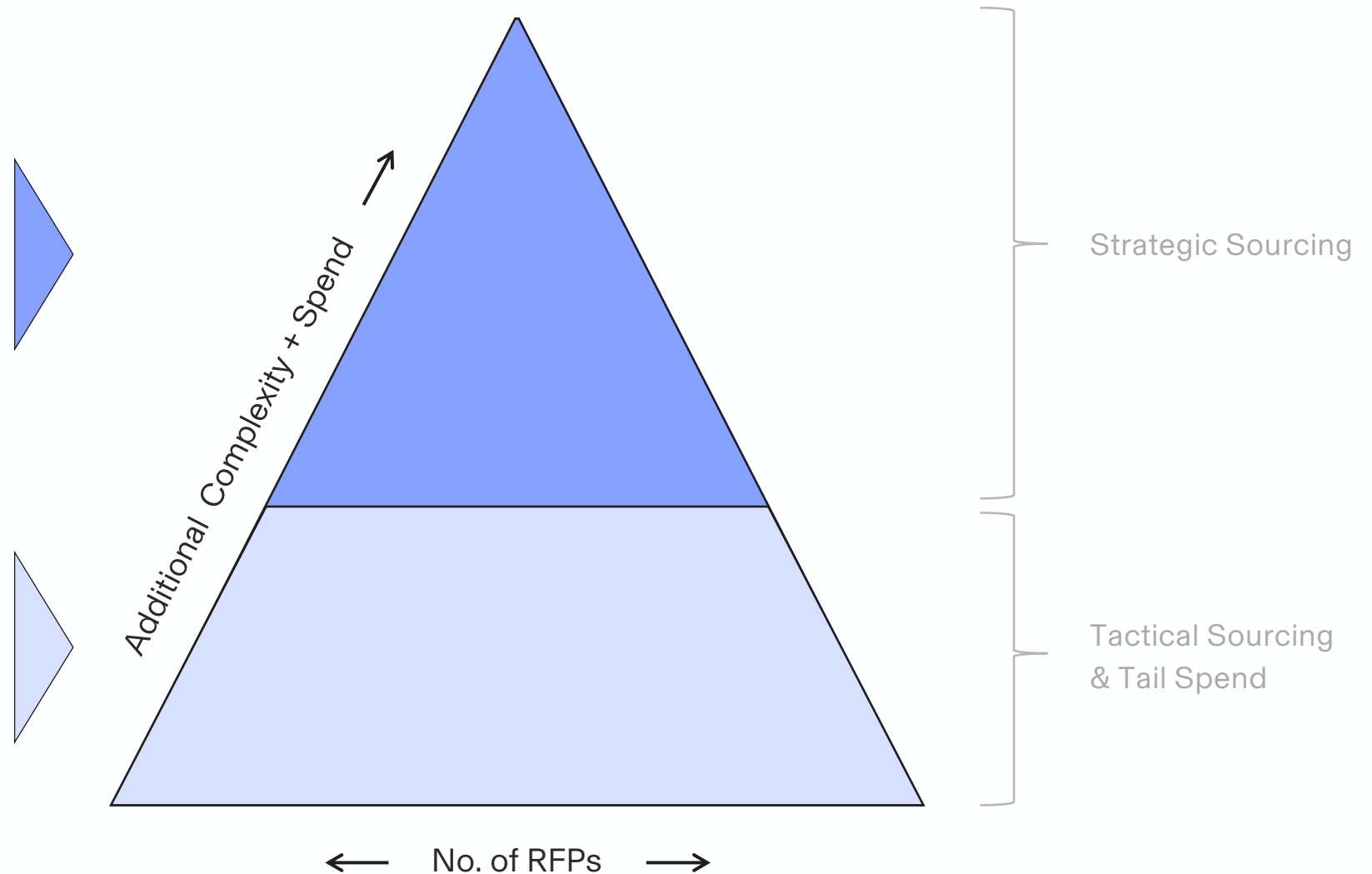
Human + Agents, side by side

Category managers get amplified. You plan and run events together with systems; with far less manual work.

Tactical, Tail, Spot

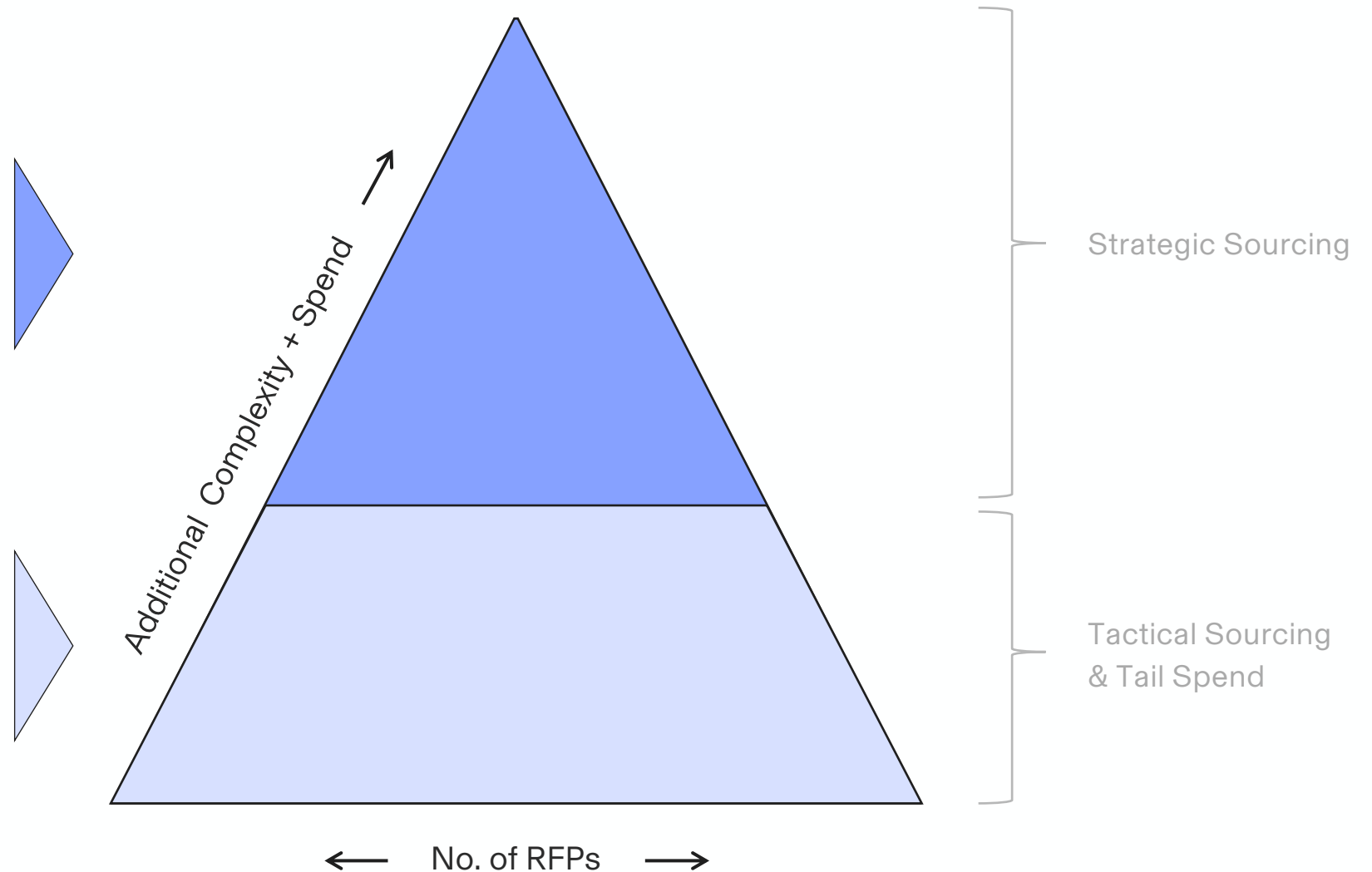
Fully delegated

Agents do most of the work. Humans orchestrate and validate. Some business users never open a tool - they ping Teams, the agent runs the event end-to-end.

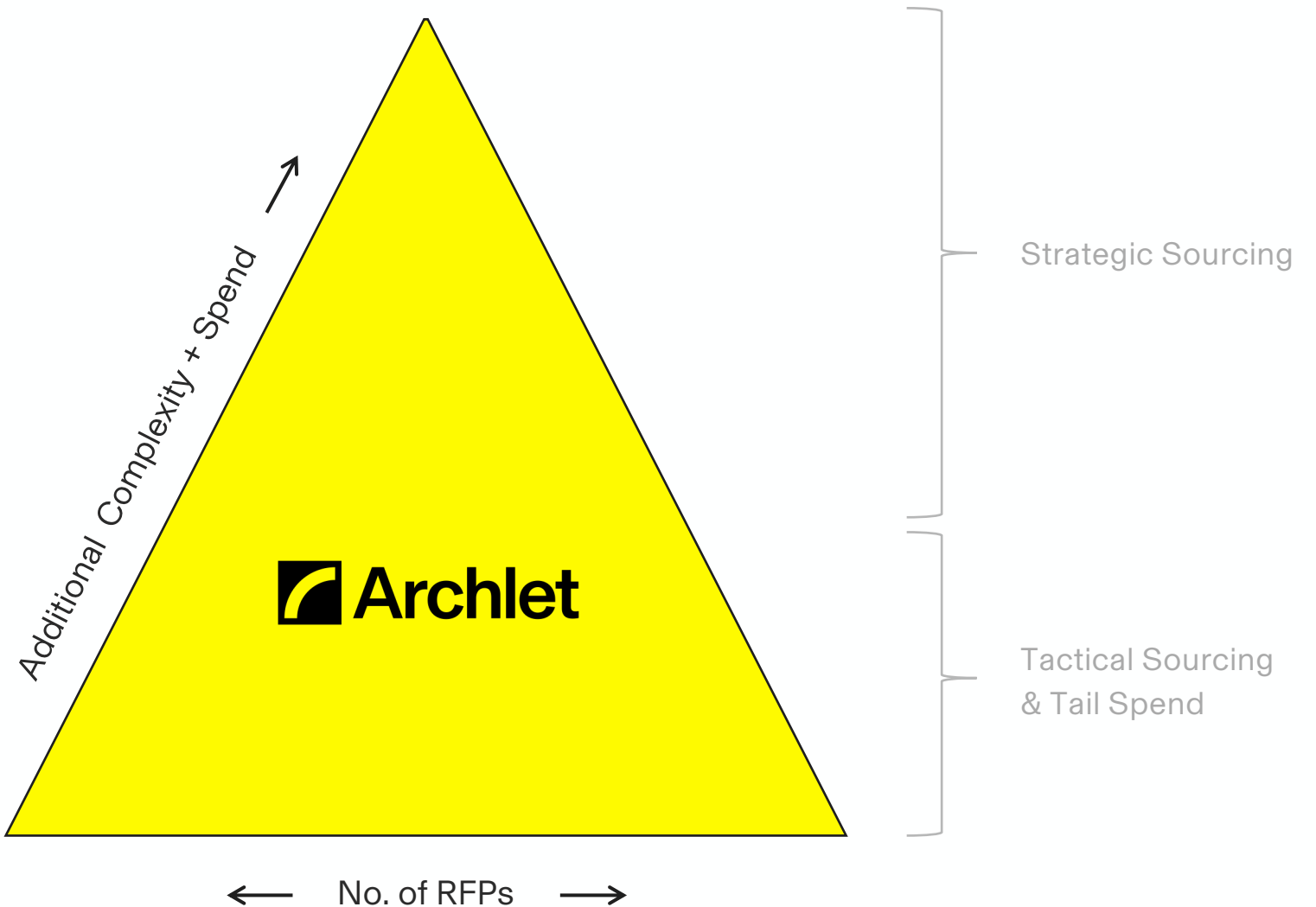


AI to extend and augment
the procurement teams
of tomorrow.

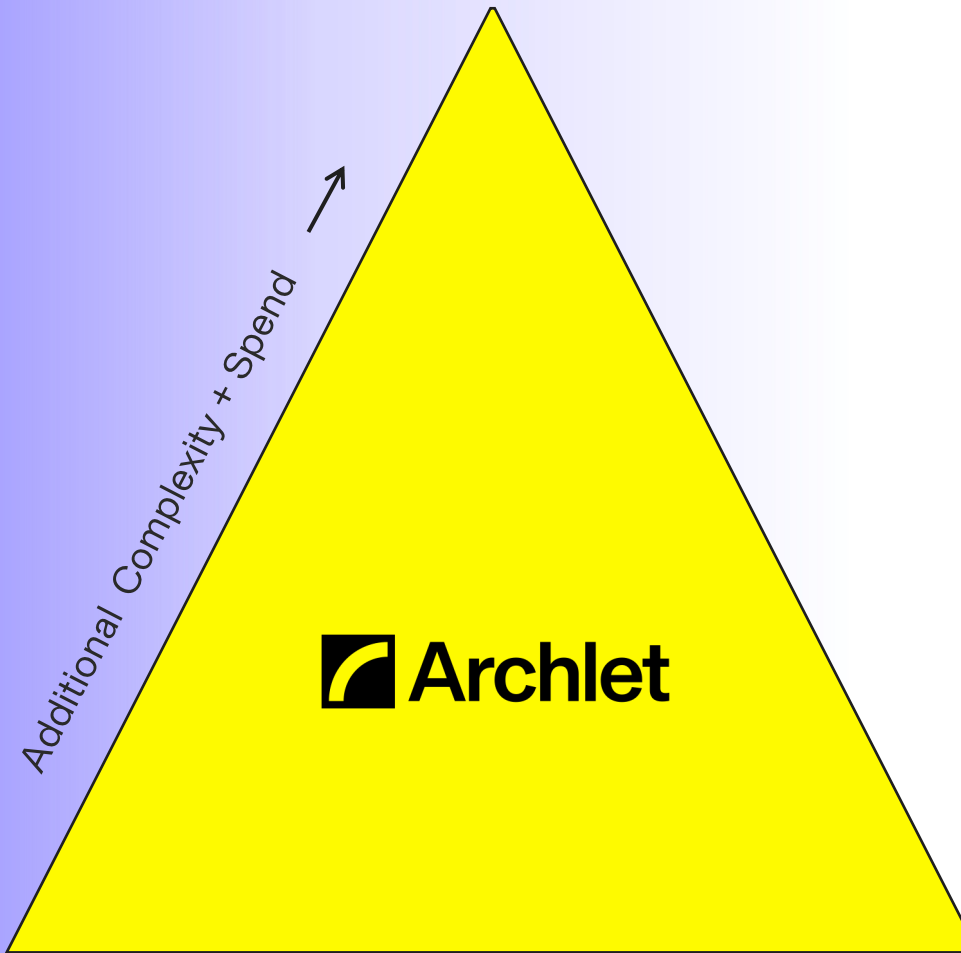
AI to do the work you
don't do today – or should
not be doing.



The last eSourcing platform you'll ever need



Powered by
Spark
Agents



Strategic Sourcing

Tactical Sourcing
& Tail Spend



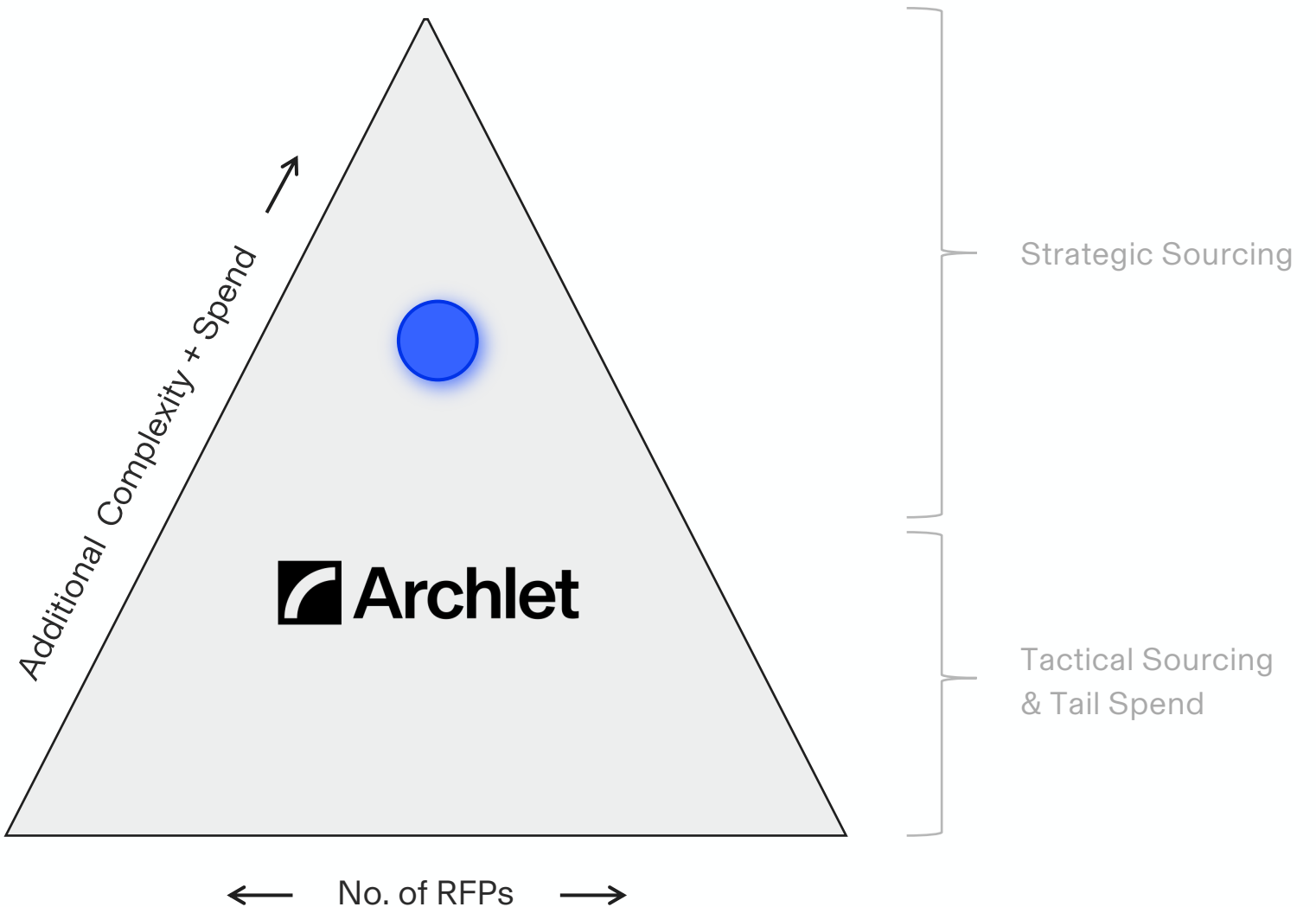
Archlet's Product Roadmap

Jakob Manz

Archlet Co-Founder



The last eSourcing platform you'll ever need



Strategic Sourcing

The diagram illustrates four AI agents and their interactions:

- RFP Creation Agent:** A Spark icon and text prompt: "Upload your last bid sheet and I'll help you set it up in the system." Below is a file upload button labeled "Upload" and a file card for "Maintenance Bid Sheet.xlsx" (Excel File).
- Proposal Analysis Agent:** A Spark icon and text prompt: "Here's a quick summary of the RFP." Below is a bar chart showing four bars (three grey, one green) and two summary cards: "Average bids came in 6% below last year" (with a green down arrow icon) and "Limited coverage in Europe" (with an orange exclamation mark icon).
- Negotiation Agent:** A Spark icon and text prompt: "I found two suitable items for an English Reverse Auction." Below is a table:

Item	Supplier	Spark Recommendation
☒ XGH-1200c	Interlogistics	Auction recommended
☒ XGH-1200c	M&P	Auction recommended
☐ XGH-1200c	Crosslead	
☐ XGH-1200c	XCO	
- Scenario Creation Agent:** A user profile for "Mark" with a photo and text: "Make sure at least 70% of the total spend goes to incumbent suppliers." Below is a Spark icon and text prompt: "Got it. The rule has been added to your award scenarios." At the bottom is a green checkmark icon and text: "70%+ spend allocation to incumbents".

Example 1

Turning internal demands into Bid Sheets

Bid sheet - Archlet App

app.archlet.io/e2424c1d-a9f3-447a-ae8b-7d5b8f5e0a68/projects/e4dbaaca-a59e-46a9-9f8b-834bb2fc7f72/rfq/dashboard/c32bbf92-efce-4e5e-b8b6-33e41672c064/rounds/81b41bcc-39be-4d18-a20a-12c45ebc54c8/bid-sheet?tab=items&show-spark=true

Open in app

Elevate Demo

Planned

Round 1

Back to Edit round

Bid sheet

Round 1 not started

1

Archlet Sales Demo

Configure bid sheet details

Edit the columns and items of your bid sheet in-app.

Columns

Items

Benchmarks

Advanced Settings

Bulk actions

+ Add column

Supplier view: All

Manage currencies

Bid sheet instructions

	Item	Item visibility	Volume	Product description	Product group	Supplier	Price	
	-	-	-	-	-	-		...

Stakeholder Files

Stakeholder Files

Unable to complete iCloud Drive sync. Repair permissions to finish syncing.

Name

Date Modified

Size

Kind

Demands Stakeholder 1.xlsx

Today at 08:17

7 KB

Micros...k (.xlsx)

Demands Stakeholder 2.xlsx

Today at 08:17

7 KB

Micros...k (.xlsx)

Demands Stakeholder 3.xlsx

Today at 08:17

7 KB

Micros...k (.xlsx)

Demands Stakeholder 4.xlsx

Today at 08:17

7 KB

Micros...k (.xlsx)

Demands Stakeholder 5.xlsx

Today at 08:17

7 KB

Micros...k (.xlsx)

Demands Stakeholder 6

Today at 08:22

15 KB

Micros... (.docx)

New chat

I'm Archlet Spark and happy to help you build your bid sheet. I can import data from Excel and documents, and help you improve your bid sheet. I'm still learning, and may make mistakes. What would you like to do?

Help me import my bid sheet

**Spark navigation upgrades ...
more to come 🥁**



Analysis overview

Review data quality

Identify opportunities

Compare bids

Focus on a supplier

Review supplier ranking

Review items to auction

Item ID All

Job Role (categorise... All

Job Description All

CCBCC Site All

State All

Incumbent supplier All

4 potential outliers

We found bids that are likely outliers. They may skew your analysis.

[Review bids](#)

Share feedback 🚦

Show suppliers where they stand versus your target.

[Prepare feedback](#)

All items received bids 🐝

We found no coverage gaps, have a look at your items.

[See items](#)

All items with bids quoted by multiple suppliers 🐝

[Go to "Compare bids" screen](#)

Compare total costs Round 1

Graphically compare the total costs of your suppliers against your baseline.



Compare overall supplier competitiveness Round 1

Understand which suppliers are the most competitive. Check if there are any unexpected gaps in the number of items your suppliers quoted. [Learn more](#)



Example 2

Analyzing unstructured Rate Cards for indirect Services events

I'm Archlet Spark and happy to help you analyze your RFQ data. I can help you find insights, compare bids, and answer your questions. I'm still learning, and may make mistakes. What would you like to do?

 Data quality

I can help you check data quality, coverage, and competition gaps.

 Supplier overview

I can help you compare your suppliers across coverage, cost, and terms.

 Negotiation levers

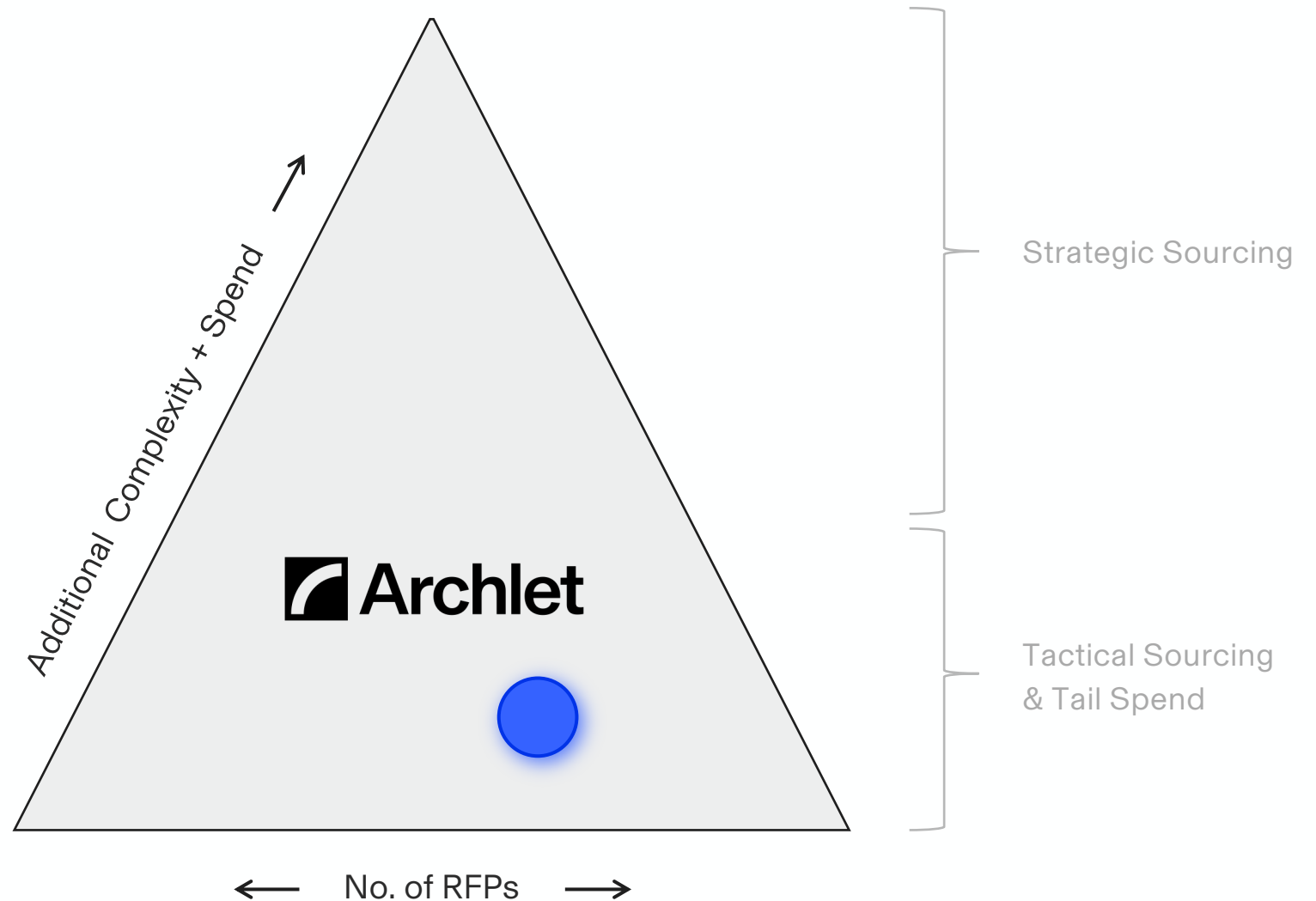
I can help you find your biggest negotiation levers.

 Tender summary

I can help you write a tender summary for your stakeholders.

What 's new?

The last eSourcing platform you'll ever need



Autonomous Sourcing

Tactical Sourcing



Live 2

Test 0



Search

ID



Project name

...

PRJ-74

Industrial Degradation

...

PRJ-54

MRO Tools and Equipment

Reset filters

+ Create project



Columns

Filters

Export

Latest round deadline

September 18, 2026 at 7:00 PM

September 1, 2026 at 7:00 PM



New chat



I'm Archlet Spark and I can help you create and set up a Spot project. What would you like to do?



Ocean freight FCL spot buy



Road freight spot buy US



Air freight



MRO spot request



Ask Spark anything



Page Size: 20

1 to 2 of 2



Page 1

of 1



-
-
-
-
-

Submissions

Participation

Search

Request approvals

Download all

Edit round

Spark auto-awarding **AWARDED**

Spark auto-awarded Supplier Beta — pricing, availability, terms, and warranty were strongest overall. Supplier Beta is now selected for this round.

✓ Applied to Supplier Beta

Suppliers	Supplier Alpha	Supplier Beta	Supplier Gamma
	Participating	SubmittedAWARDED	Submitted
	Award	✓ Awarded	Award
▼ Total cost	790.00 USD	970.00 USD	1,300.00 USD
▼ Hydraulic · Volume 200	790.00 USD	970.00 USD	1,300.00 USD
Buyer columns – From bid sheet			
Item: Hydraulic seals · Volume: 200 · Product description: Urgent requirement for hydraulic seals. Suppliers should quote unit and total pricing, lead time, availability, and applicable terms. · Product group: Seals & Gaskets			
Price	3.95 USD/unit	4.85 USD/unit	6.50 USD/unit
Lead time (days)	4	5	7
Available quantity	220	250	300
Payment terms	Net 30	Net 30	Net 45
Incoterms	EXW	DAP	DAP
Warranty period	6 months	12 months	24 months
Manufacturing loc	Poland		Germany

T

What else?

2026 in numbers

Delivered

187

deployments

Launched

61

new features

Achieved

3x

faster performance

Shipped in the last 12 months

Collaborative scoring

shipped

Alternative bids, per item

shipped

Live benchmarks via Xeneta

shipped

Award communication, in-app

shipped

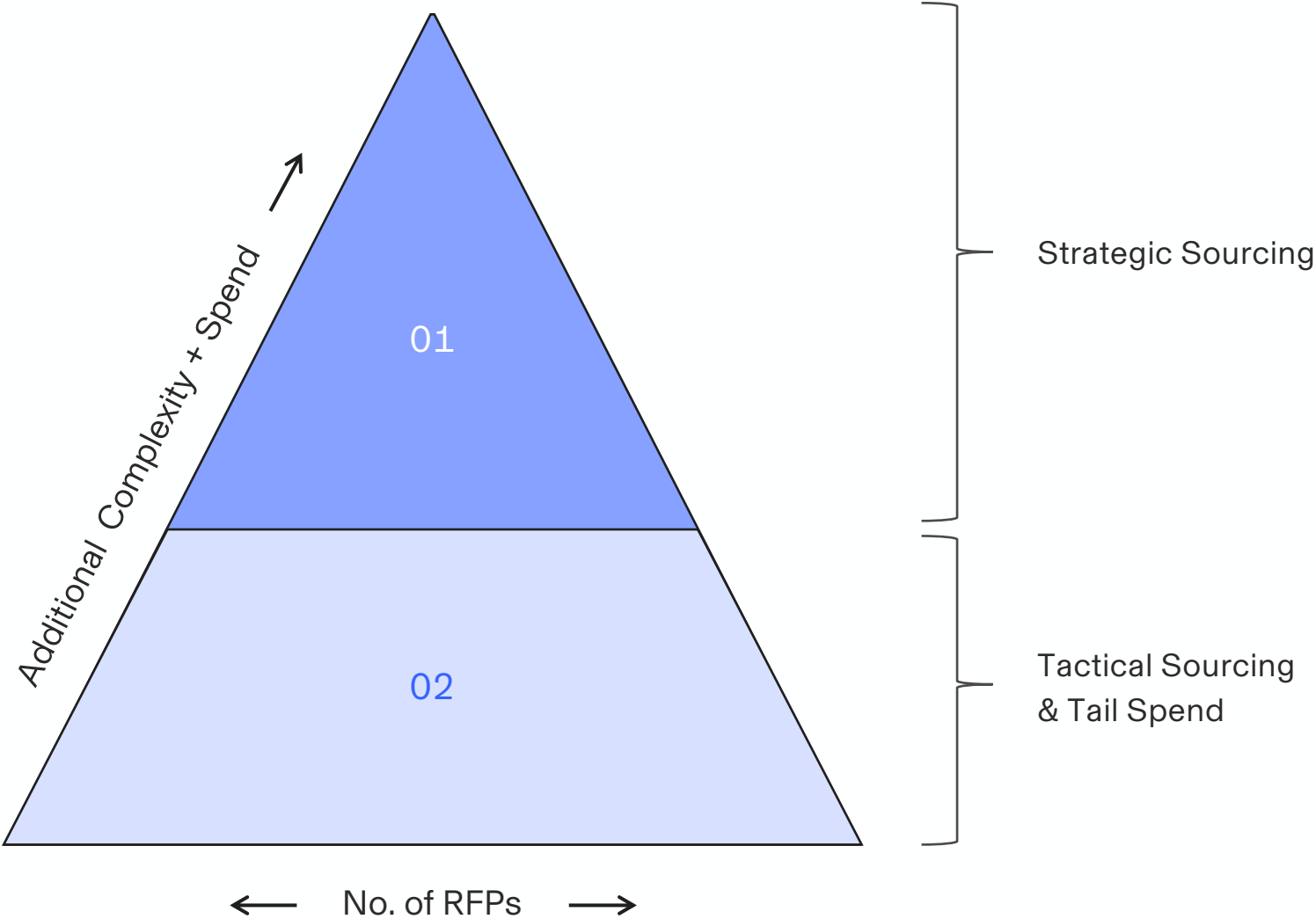
One-click RFP to Auction

shipped

A full API layer for your stack and your agents

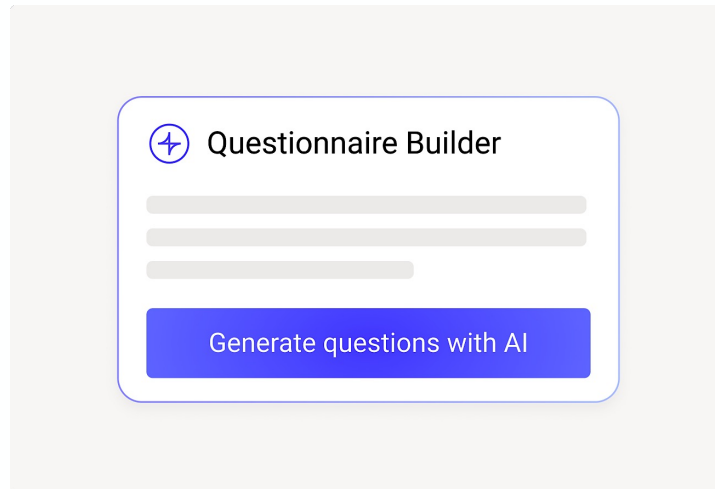
shipped

And much more



Focus for the next 12 months

01

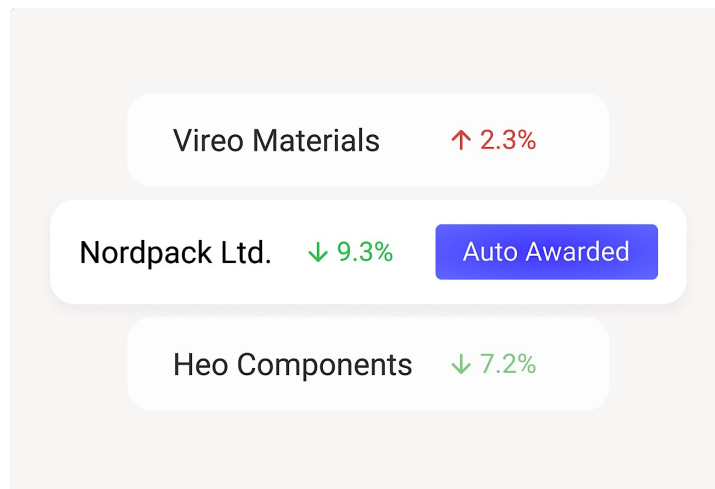


Strategic Sourcing

More capabilities, more powerful agents

- you stay in control
- Multi-sheet bid sheets
- Expanded auction formats
- Teams-integrated collaboration
- Spark-guided negotiations

02



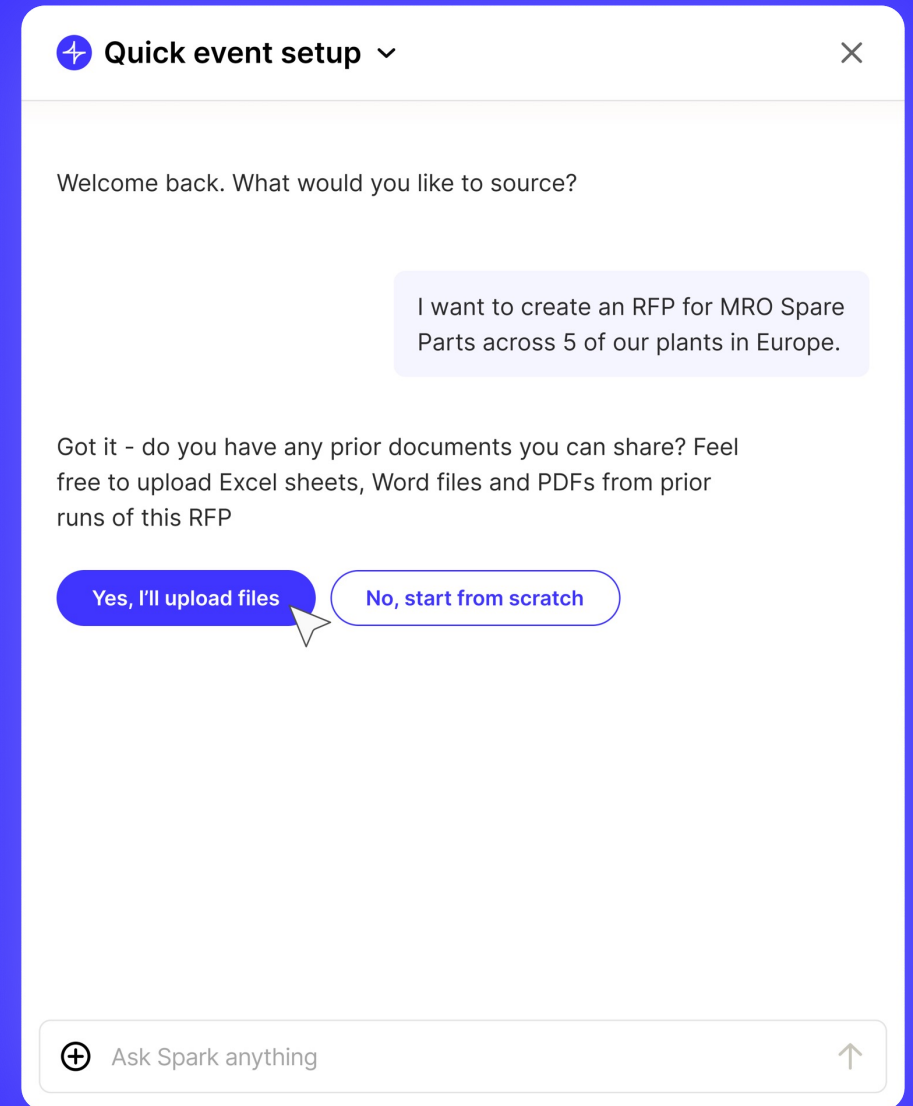
Autonomous Sourcing

More users, more use cases

- sourcing that runs itself
- Email-based supplier bidding
- Automated awarding
- AI supplier discovery
- Rate management

Archlet's AI Agent, Spark

Spark is Archlet's embedded AI, designed with a user-first mindset to deliver clear value in every use case. It removes hours of manual work and helps teams achieve more with their resources, working faster and more efficiently.



What we're adding to make Spark agents more powerful

01

Proactive

Agents that act
before you ask

02

Everywhere

Agents that work
where you work

03

Informed

Agents that know
your category

PROACTIVE

Agents that
act, before
you ask



ProjectsTasksSuppliersRatesAgent



What should we source today?

Spark runs your sourcing from here — updates, new events, suppliers and rates. Jump into any project whenever you want the full view.

Ask Spark to start an event, review bids, or find a rate...

 Catch me up

New bids, deadlines and blockers across your events

 Start a sourcing event

Guided setup — category, format, suppliers, timeline

 Shortlist suppliers

From your pool plus discovered candidates

 Look up a rate

Current lane pricing and where it came from

 NEEDS YOUR ATTENTION 2

[Catch me up](#)

 Feedback ready to share with 3 carriers

Ocean Freight Shanghai–Hamburg 2026 · 20 min ago

Share bid feedback

Spark suggests this — you approve before anything is sent.

 Round 2 closed at 4.8% savings — ready for award

Cardboard Boxes – EU Packaging · Yesterday

Prepare award summary

Spark suggests this — you approve before anything is sent.

EVERYWHERE

Archlet, outside Archlet



Activity

Chat

Calendar

Calls

OneDrive



...

Apps

Archlet Spark

Chat Shared



Archlet Spark

Chat with Archlet Spark directly in Teams.

Create a project

Set up a sourcing event, RFx, auction, or sourcing agent that runs in Archlet

Get updates

See the latest on your ongoing initiatives and projects

Type a message

View prompts

T😊📎🌟+📎

+ Create a project • Get updates

INFORMED

Agents that know your category

GovernanceAI ContextUser managementCurrenciesAttributesApproval tasks

AI Context

Give Spark the instructions, documents and connected data sources it should use. Context sets are scoped to a category and a region, so logistics and packaging projects each get the guidance that belongs to them. The global set always applies on top.

Global context

Used by 24 projects

Active

All categories

Global

Acme Group sources across 14 countries. Spark should always: - Use EUR as the reporting currency and state the conversion date.

2 files · 2 connections

Open →

Logistics — Ocean Freight

Used by 4 projects

Active

Logistics

EMEA

Always compare carrier quotes against the latest Xeneta benchmark for the lane. - Show BAF, CAF and THC as separate...

3 files · 3 connections

Open →

Packaging — Cardboard

Used by 2 projects

Active

Packaging

EU

Board grades follow the internal spec sheet; never accept a substitute grade without a sample approval. - Recycled content...

1 file · 2 connections

Open →

Marketing Print

Used by 1 project

Off

Marketing

Spain

Local print vendors preferred for runs below 5'000 units to keep freight out of the price. - Always ask for a paper stock alternativ...

1 file · 1 connection

Open →

+
New context set

Scope by category and region

Spark applies the Global context in every project, on top of the category set that matches the project's category and region.

INFORMED

Agents that know your category

Governance

AI Context

User management

Currencies

Attributes

Approval tasks

← All context sets

Logistics — Ocean Freight

Logistics

EMEA

Used by 4 projects

Instructions

Edit

Preview

Markdown

506 characters

Logistics sourcing context

How to evaluate

- Always compare carrier quotes against the latest Xeneta benchmark for the lane.
- Show BAF, CAF and THC as separate line items — never fold surcharges into base rate.
- Do not recommend an award with fewer than two valid bids on a lane.

Commercial defaults

- Incoterms: FOB origin unless the project states otherwise.
- Rate validity: 3 months, with a 30-day notice period on surcharge changes.
- Currency: EUR, converted at the project exchange rate.

These instructions are added to every Spark conversation in a matching project.

Files (3)

Upload

Incoterms-2020-policy.pdf

820 KB · 04 Apr 2026

Ocean-surcharge-glossary.xlsx

96 KB · 04 Apr 2026

Carrier-master-agreement-2025.docx

310 KB · 18 Jun 2026

Connections

Xeneta

API

Sievo

MCP

Logistics > Ocean

SharePoint

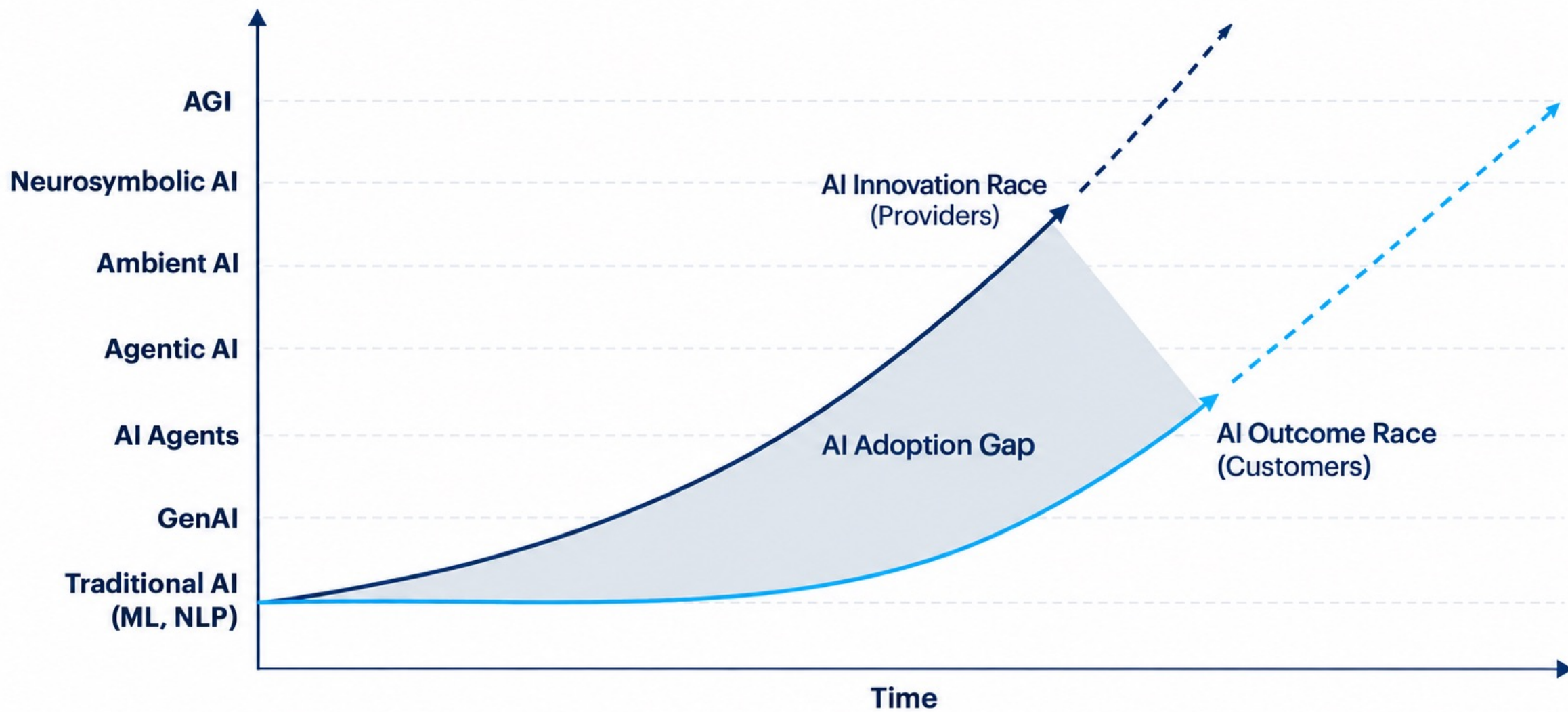
MCP

/sites/logistics/Contracts

Connections are set up once by your admin team — here you choose which of them this set may read, and which slice of their data it sees.

Spark applies Global context + Logistics — Ocean Freight (EMEA) in projects matching Logistics · EMEA.

And more.



In 12-18 months, there will be 2 kinds of procurement teams.

STILL CATCHING UP

- More manual work, slower sourcing cycles
- Best people stuck on tactical tasks
- Procurement on the sidelines

RUNNING AHEAD

- More spend covered, less effort
- Best people on the work that matters
- Procurement as key business partner

Ready to change the way you source?



What's changing about adoption

Alina Heimgartner

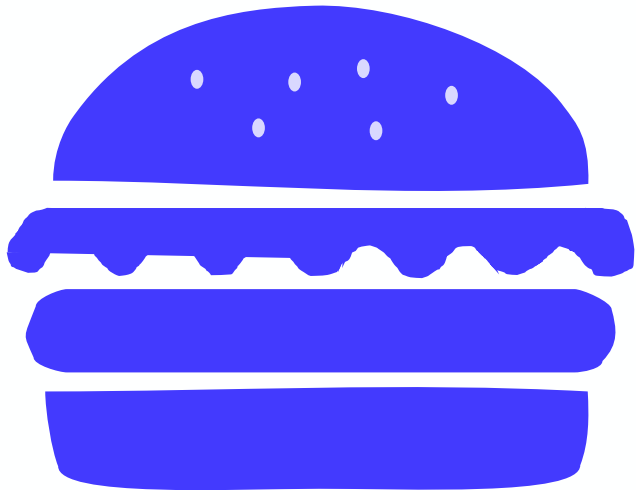
Chief Customer Officer



LAST YEAR

Last year: our recipe for high adoption.

The HA (high-adoption) Burger



- 4 Top-Down Push - Leadership creating incentives
- 3 Strong Product Owner - The glue, holding it all together
- 2 Clear & Simple Processes - No hurdles to enter
- 1 Strong Foundation - End-user who advocate the value

How does AI change the way we measure adoption?

ADOPTION

Traditional adoption metrics an indicator of value.

- Monthly Active Users
- Login frequency
- Session duration

less usage = less value?

SaaStr, a customer of salesforce, reported that their human usage fell by 80% while the agents used the system 100X more than people did.

(SaaStr, 2026)

SHIFT TO OUTCOMES

Agents execute. Humans direct and check.

Past

- Monthly Active Users
- Login frequency
- Session duration

Future

- Logins fall, work done rises
- “Good” Adoption means something new
- Outcome is the key metric that remains

SHIFT TO OUTCOMES

The way we measure success is changing

1 Coverage

How much work is covered?

- Share of addressable spend
- Categories live
- Agents configured and live
- Prompts used vs. benchmark

2 Sourcing performance

Are you sourcing better?

- Suppliers invited vs. benchmark
- Rounds per RFP vs. benchmark
- First-to-last round price move
- Time saved with AI

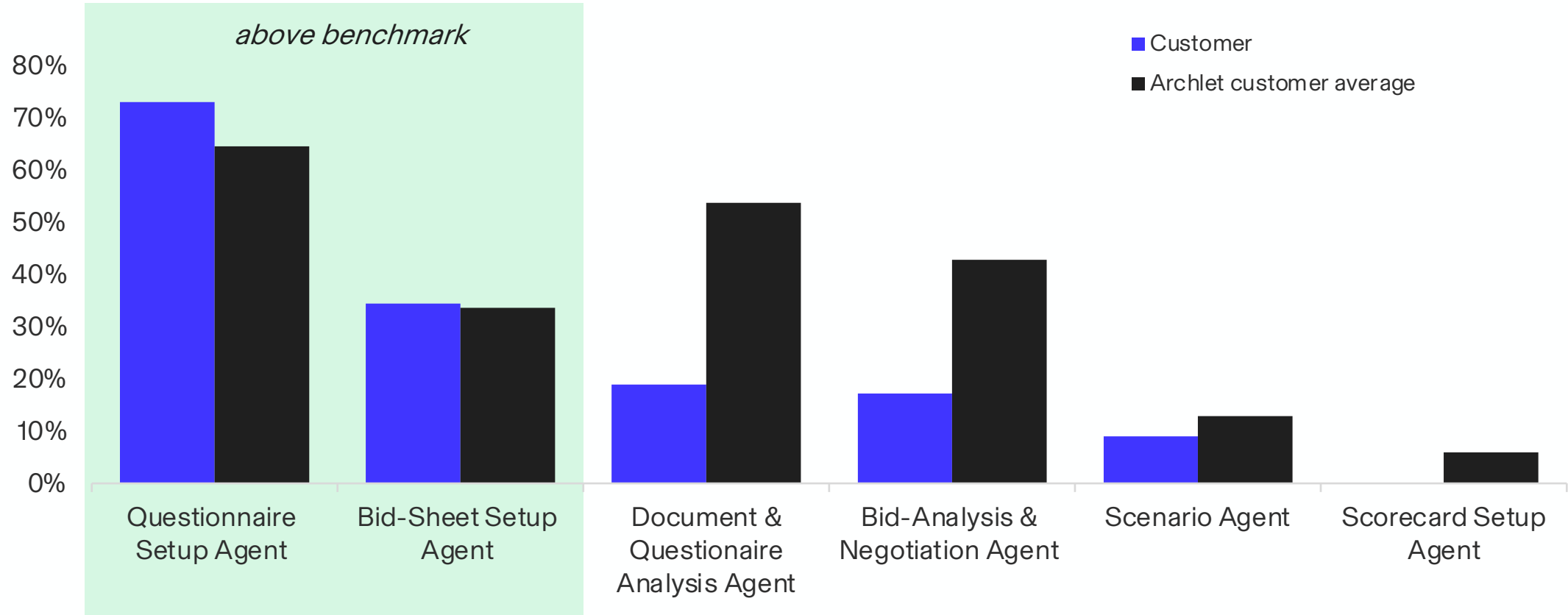
3 Business outcomes

Is sourcing creating value?

- Savings achieved and retained
- Cycle time reduction
- % of spend optimized
- Savings lost off-channel

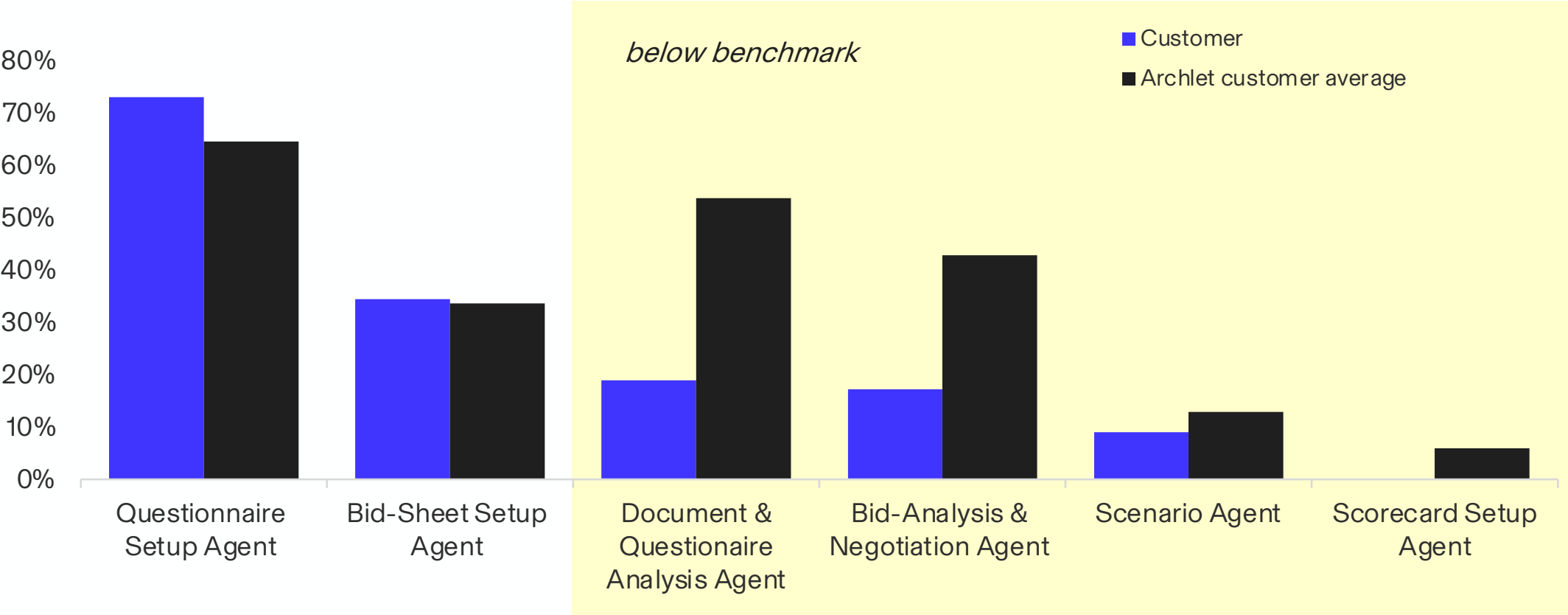
SHIFT TO OUTCOMES

Example: Benchmark your AI Agent Adoption



SHIFT TO OUTCOMES

Example: Benchmark your AI Agent Adoption



How Software is rolled-out is changing fast.

P A S T

Heavy. Slow.

- Months to go live
- On-site trainings
- 20-page manuals
- Heavy change management

N O W

Self-serve.

- Archlet can go live in days
- AI onboards users
- Simple UI enables self-learning
- AI covers 83% of support

F U T U R E

Agent driven.

- Setting up agents & guardrails
- UI is less and less relevant
- Users need to be able to judge the output
- Users learn how to work with agents

Fireside chat with Bosch



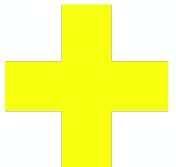
Rebecca Elias

Portfolio Owner Source
to Contract, Indirect
Purchasing



Alina Heimgartner

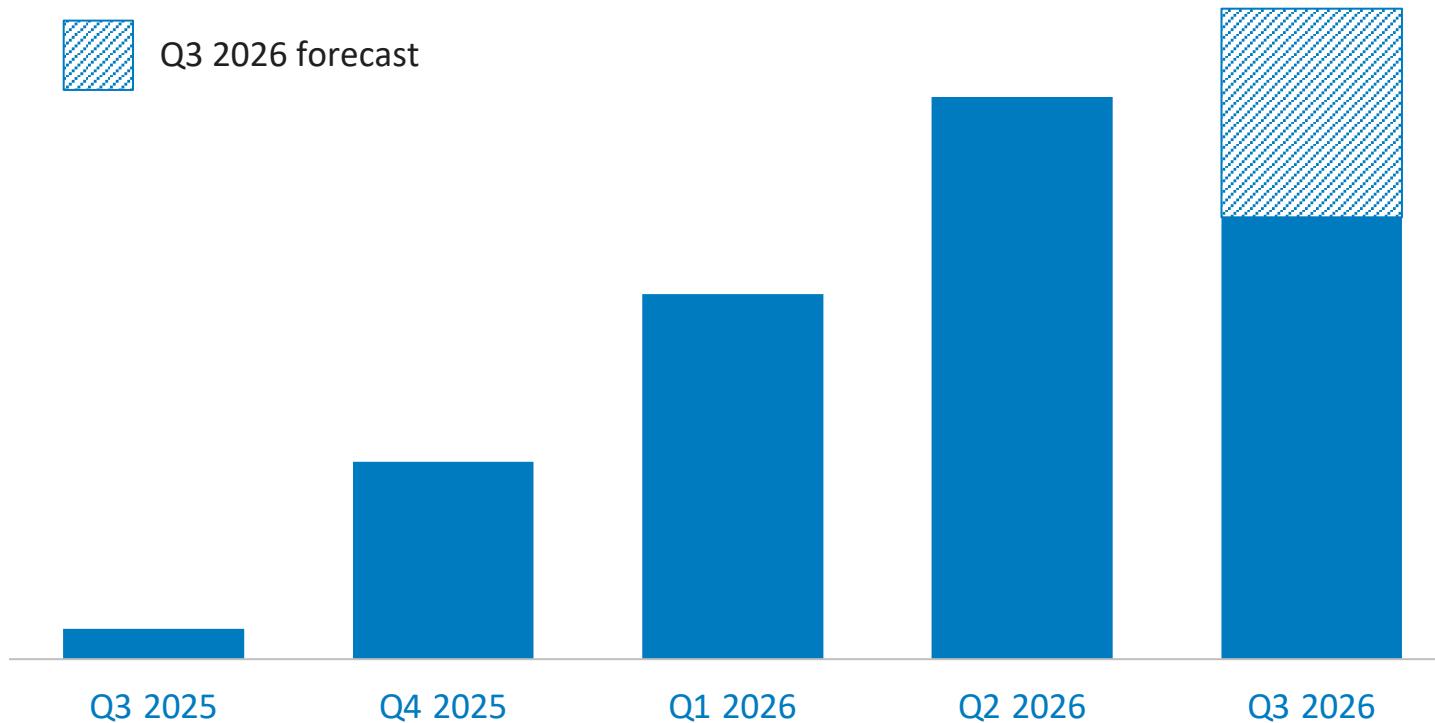
Chief Customer
Officer



Success Story

From go-live to >1100+ tenders in under 10 months

Projects launched since go-live



2026 Highlights & Summary

- 1,100 tenders
- 48 logistics categories
- €2.2B in sourcing volume
- 220 eAuctions conducted



Sazerac's eSourcing Rollout Playbook

Mitch Matt

Digital Transformation
Lead Procurement

SAZERAC





SAZERAC®



SAZERAC

- One of the **oldest** and **largest** privately-owned **spirits companies** in the **United States**
- **Built on** heritage and craftsmanship
- Portfolio of **globally recognized brands**



Digital Procurement Transformation Leader

- +18 years experience in procurement
- +14 years hands-on experience as eSourcing Black Belt
- Led deployment of **5 eSourcing** solutions across different organizations

“Archlet is the
Apple of
eSourcing.
Simple. Smart.
Built for
adoption.”

SPARK AI

- **Automates** workflows
- **Delivers** analytics
- **Shifts focus to capability building**

USER-CENTRIC DESIGN

- **Removes** entry barriers
- Setup events in **minutes** not hours

EASE OF SETUP

- **Faster** time to value
- **Accelerates** ROI

This is what drives adoption.

What this delivers in practice....

ROI

Category coverage

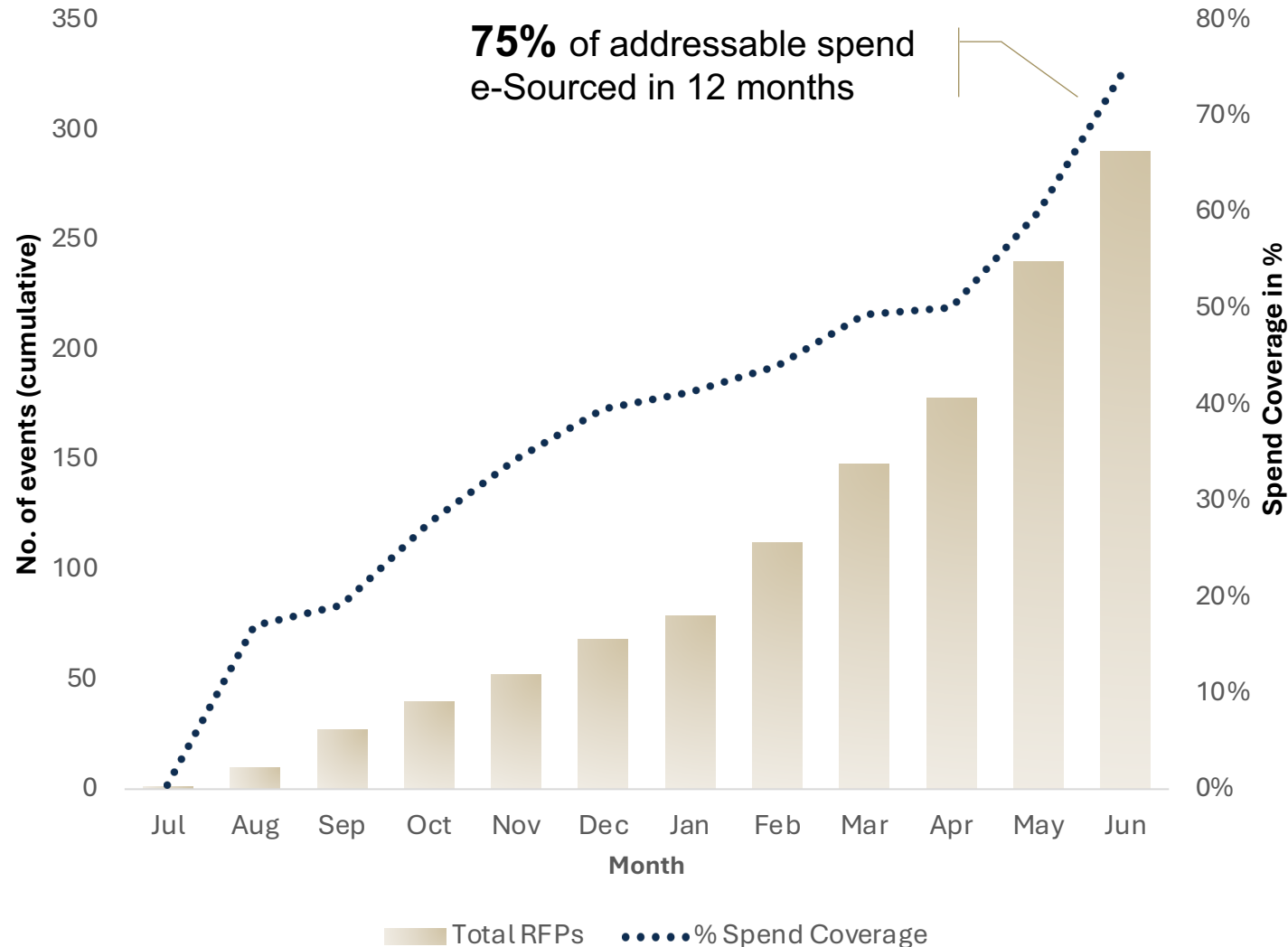
e-Auction savings

Supplier onboarded

RFx/eAuctions
launched

Users onboarded

How fast we scaled adoption....



- **Rapid** maturity of eSourcing capabilities thru structured eLearnings in Archlet
- **Standardized** events by type and category
- **Exponentially** increased eAuction throughput

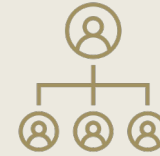
Our Archlet journey from greenfield to world-class in < 12 months



Key Success Factors



Involve the team
in the **evaluation &
decision-making**
process



Get **executive**
level **sponsorship**



Build a cohort of
**champions &
change** advocates



**Celebrate &
communicate**
wins



**Best-of-Breed &
Best-of-fit**





eSourcing rollout panel discussion



Johana Ludwig
Procurement Director
P&B

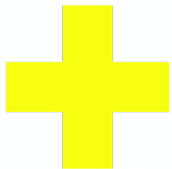
dsm-firmenich 



Seven Zocolillo
Chief Procurement
Officer



Ishant Garg
Director, Procurement
Technology Strategy and
Innovation





Lunch Break & Tech Fair





Reinventing procurement with agents

Romain Rousseau

Procurement Reinvention
and AI Lead

 **accenture**



Building the AI-Native Procurement Organization

From incremental efficiency
to exponential value.

People. Agents. Work. Real impact.

HIGHER
PERFORMANCE

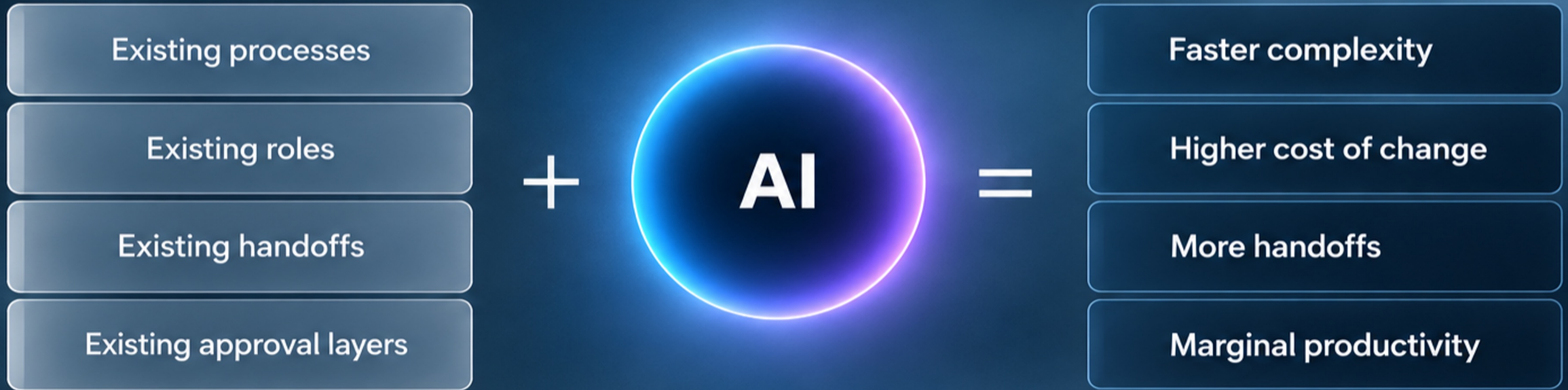
A MORE RESILIENT
SUPPLY BASE

A STRONGER
TOMORROW



Most organizations are putting new intelligence into an old machine.

You can't bolt AI onto yesterday's organization.

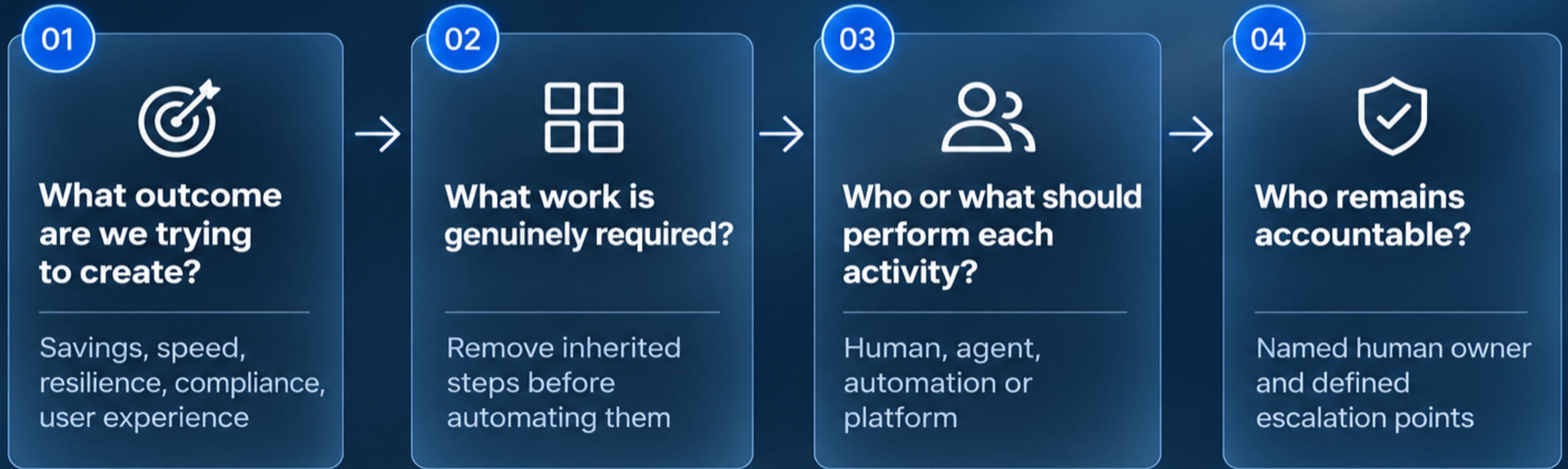


A different technology does not fix an outdated design.

Gartner 2026 : Only 36% of CPOs are very confident in their ability to redesign roles and processes

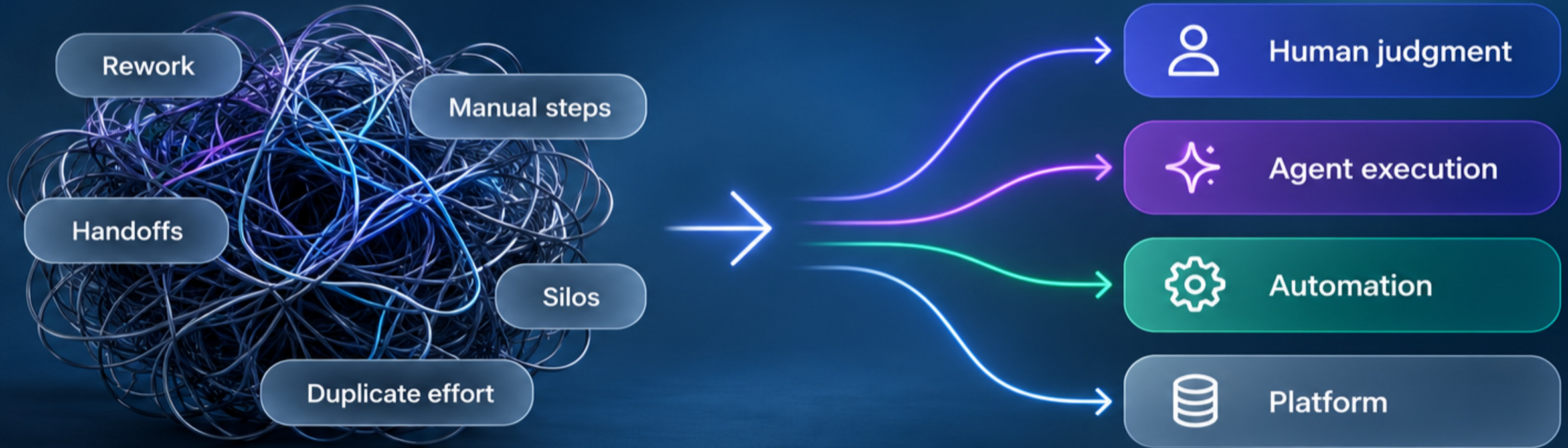
Do not start with agents. Start with **the work**.

Start with the outcome, deconstruct the work,
then decide who or what should do it.



Deconstruct the work before redesigning the workforce.

From today's work to a new division of labour.



From complexity.

To a purpose-built system of work.

Live: From sourcing workflow to **agent role**.

Reinvention Studio translates work into a new system of execution.



Map today's work



Challenge and simplify



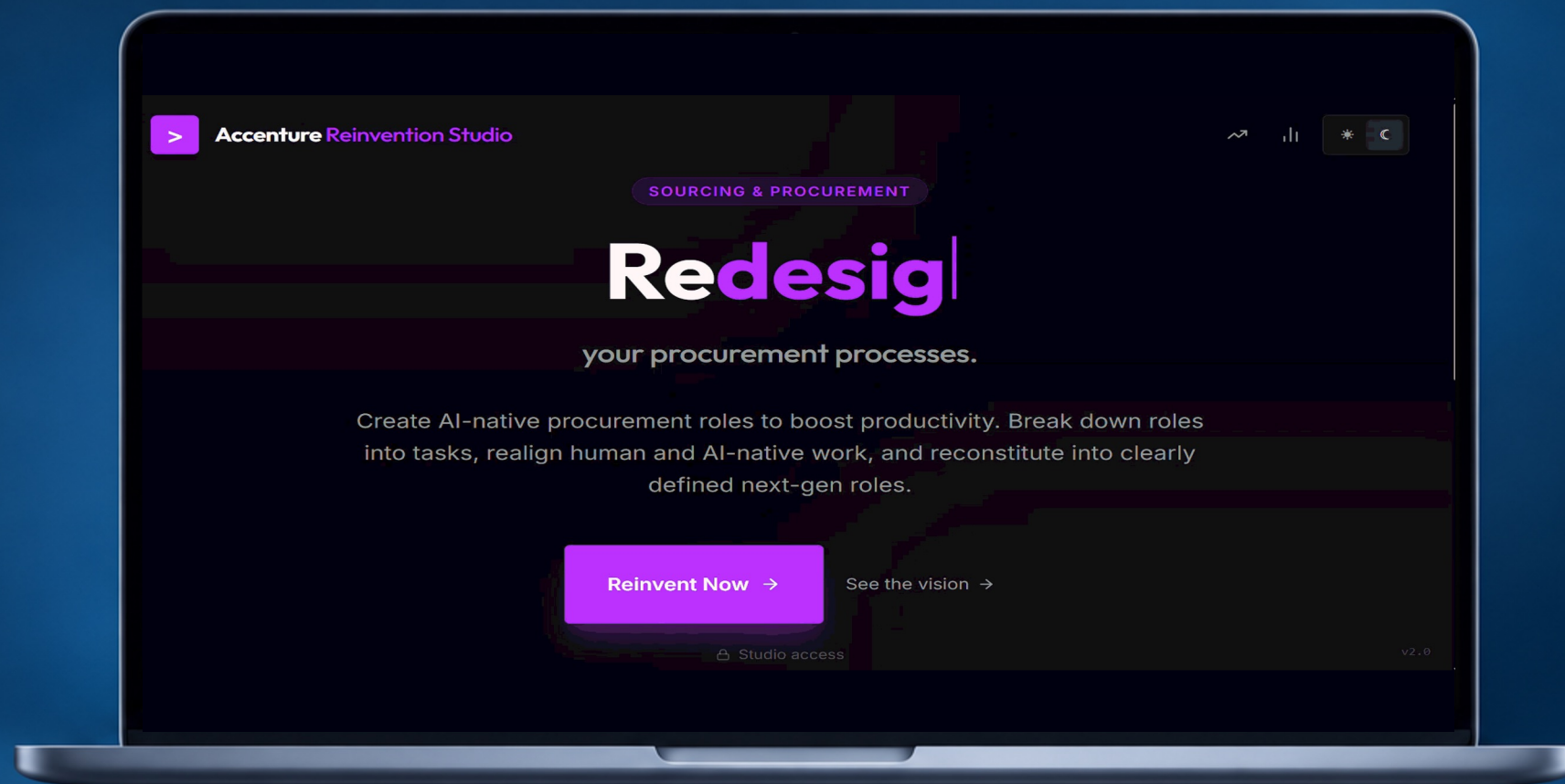
Assign roles



Define the agent



Connect to execution



An agent is not a prompt. It is a governed organizational role.

A production agent needs more than instructions.



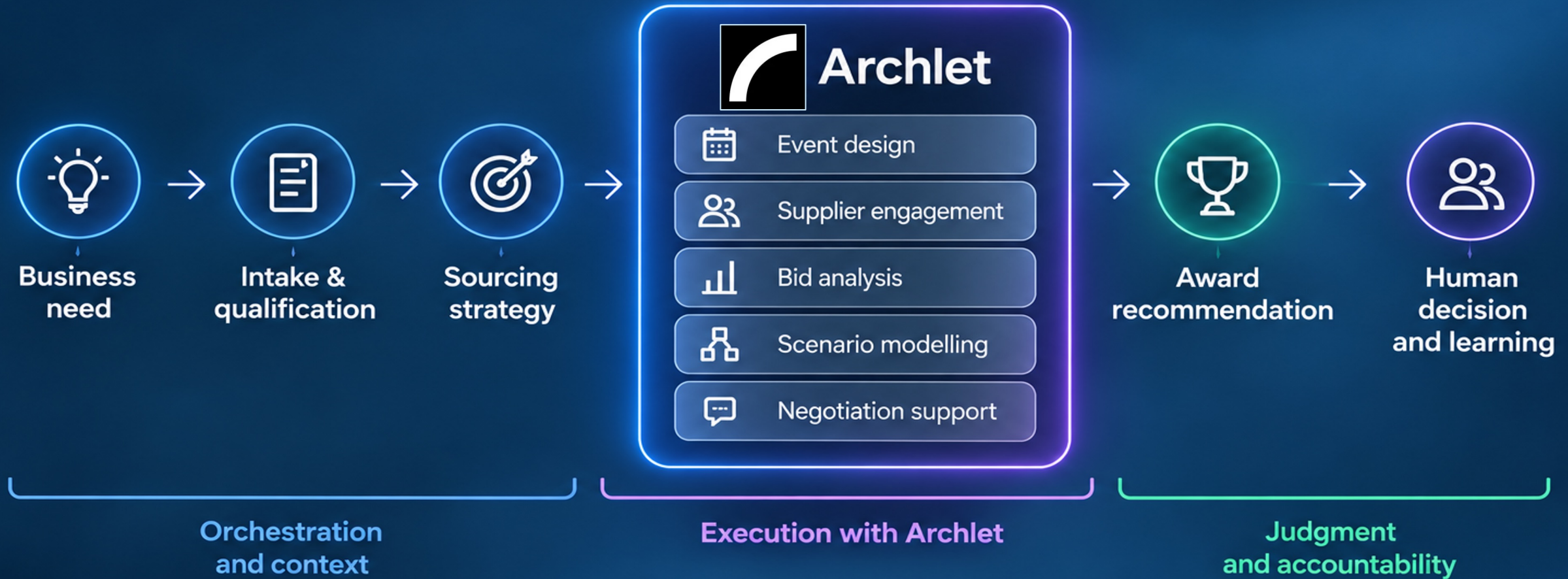
An agent without accountability is a demonstration.

An agent with a role, tools, controls and an owner becomes part of the workforce.

By 2027, 40% of enterprises will decommission autonomous agents because governance gaps are identified after

From sourcing need to **agentic execution**.

The sourcing steel thread, with Archlet at the heart of execution.



The AI-native procurement organization is a system, not an org chart.

Three interconnected systems. One shared purpose.



Different strengths. Greater impact together.

Which work should still exist?

Stop asking where to deploy an agent.
Start asking the harder, more important questions.



Which work should still exist?



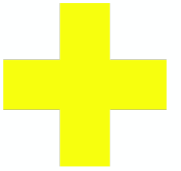
Who or what should perform it?



Who remains accountable?

BOLDER PROCUREMENT
BRIGHTER POSSIBILITIES

Future of sourcing and procurement panel discussion

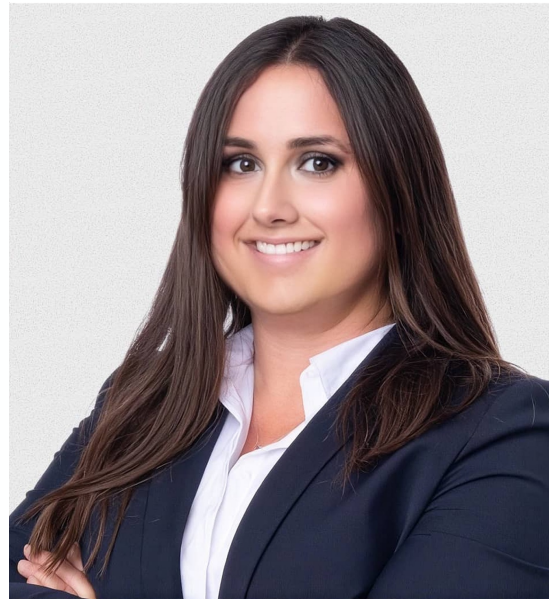


Panel Moderator



Karla Romero

Head of Global Freight
Procurement



Giuliana Orsini

Chief Procurement
Officer



Ulrike Hinske-Richter

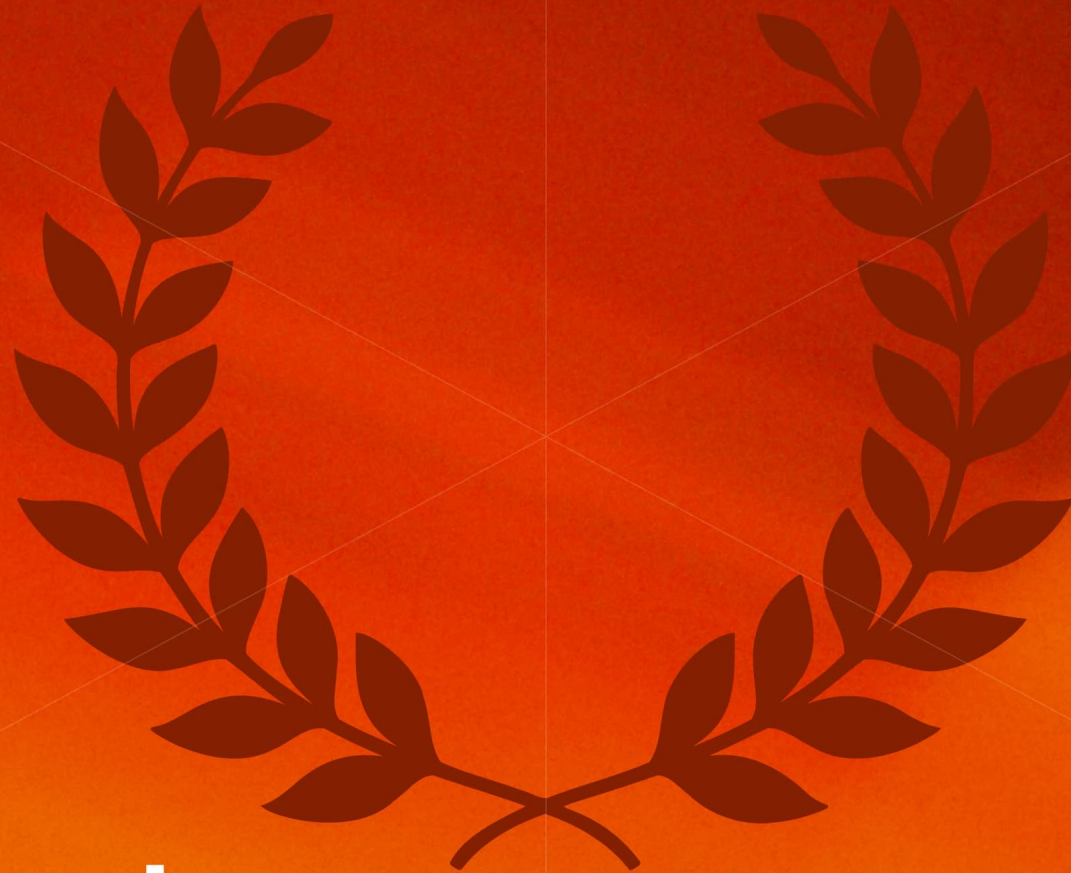
Head of Procurement
Center of Excellence



Guillaume Leopold

Managing Partner
Consulting Switzerland





Archlet Elevate Awards 2026



Archlet Elevate
Awards

**Winner
Pioneer Award**



SAZERAC

Archlet Elevate
Awards

Winner
Best Rollout Award



ENVISSOLOG

Archlet Elevate
Awards

**Winner
Champion Award**

Elevate+

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