

IPG ToolMap **Digital Procurement Excellence (DPE)**

(AI) Tool Guide for Digital
Procurement of the Future

August 2025

IPG – The Business Transformers

We support procurement and supply chain in the **digital** und **sustainable Transformation**

TOP INSIGHTS

IPG
INNOVATE · PERFORM · GROW

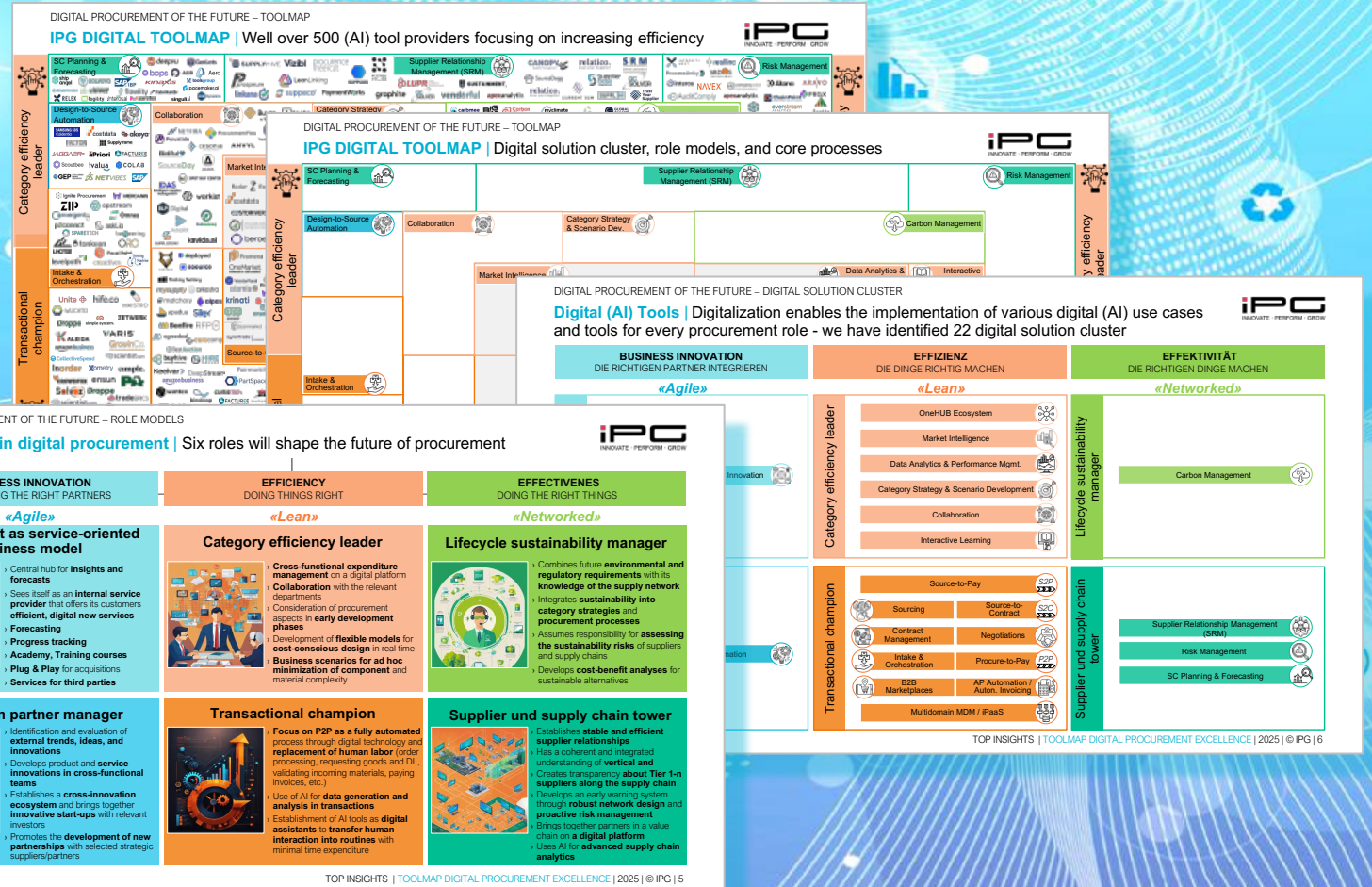
INNOVATIVELEADERS.WORLD

The new IPG ToolMap

«Digital Procurement Excellence» is here

Special features & differentiators

- › **Tool taxonomy:** Structured categorization of digital solutions for purchasing and SCM
- › **(AI) tool guide** for developing **strategic and operational excellence** in purchasing
- › **Logical structure** that follows core purchasing processes
- › Integration of **automation** and **artificial intelligence (GenAI)**
- › Focus on **evaluation expertise** rather than product knowledge
- › **Vendor-neutral, practical evaluation** of solutions (no product recommendations!)



The new IPG ToolMap

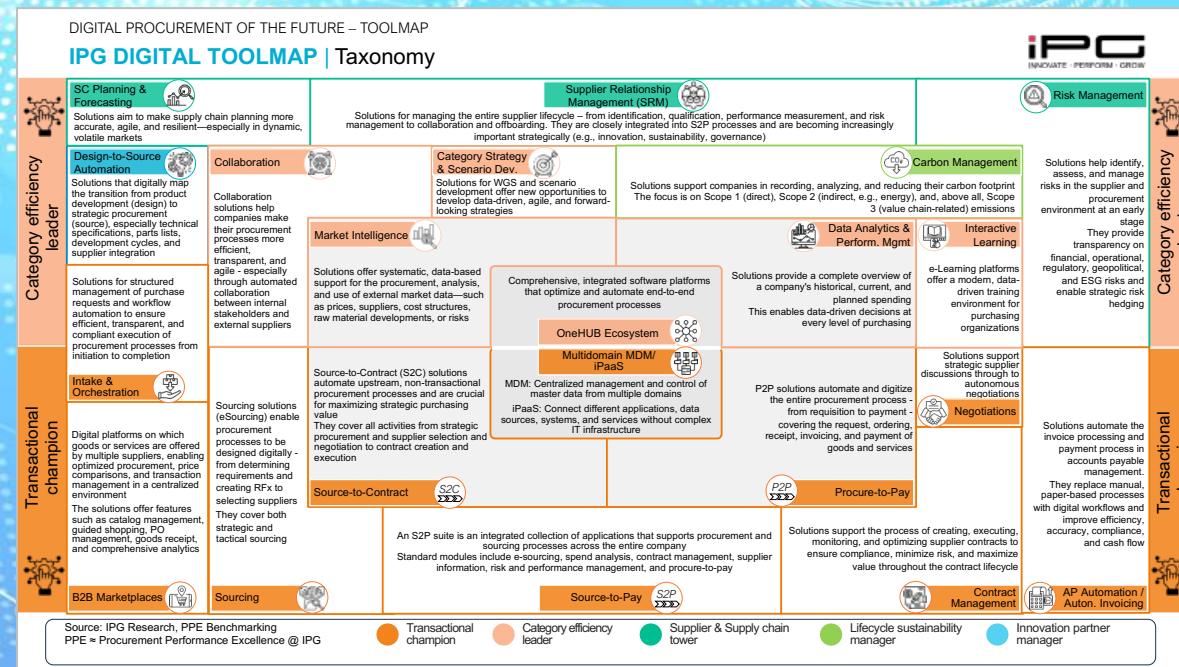
«Digital Procurement Excellence» is here

The IPG ToolMap “Digital Procurement Excellence” creates **transparency in the “jungle” of digital purchasing and AI solutions** and provides the expertise needed to identify, evaluate, and strategically deploy the right tools.

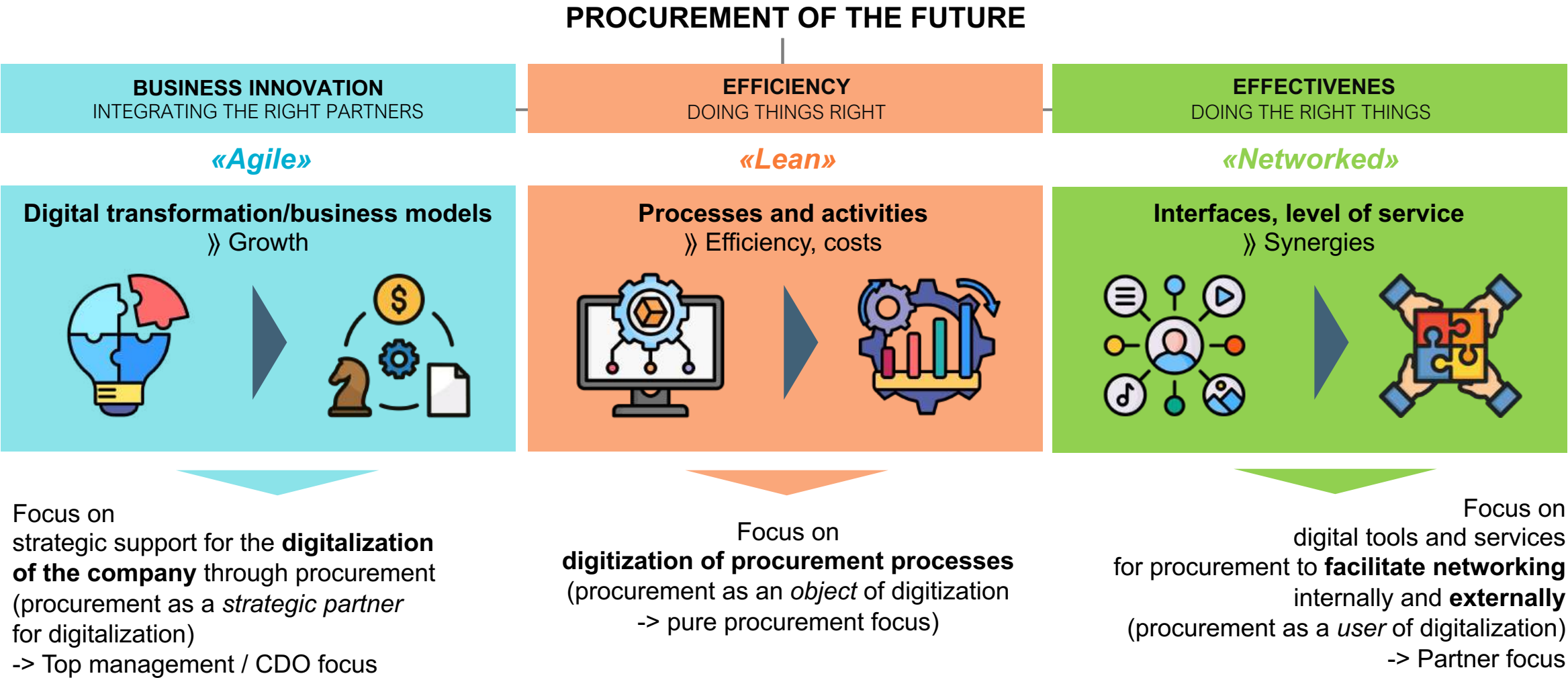
The ToolMap is specifically designed for specialists and executives who want to actively shape the digital transformation of purchasing and supply chain management.

With the help of ToolMap, IPG supports companies in achieving the following objectives:

- › **Overview** of the digital procurement of the future
- › Classification and evaluation of tools for **operational (P2P)**, **tactical (S2C)**, and **strategic (P2S)** procurement
- › Presentation of **best practices** and **use cases**
- › Identification of **stumbling blocks** in the implementation and use of digital solutions
- › Overview of **cost-benefit analyses**, ROI, and business case development
- › Derivation of **options and recommendations for action** for your own **tool strategy** and **digitalization roadmap**



Mission statement for digital procurement | With the help of digitalization, the procurement of the future will be equally efficient, effective, and innovative



Role models in digital procurement | Six roles will shape the future of procurement

BUSINESS INNOVATION INTEGRATING THE RIGHT PARTNERS

«Agile»

Procurement as service-oriented business model



- › Central hub for **insights and forecasts**
- › Sees itself as an **internal service provider** that offers its customers **efficient, digital new services**
- › **Forecasting**
- › **Progress tracking**
- › **Academy, Training courses**
- › **Plug & Play** for acquisitions
- › **Services for third parties**

EFFICIENCY DOING THINGS RIGHT

«Lean»

Category efficiency leader



- › **Cross-functional expenditure management** on a digital platform
- › **Collaboration** with the relevant departments
- › Consideration of procurement aspects in **early development phases**
- › Development of **flexible models** for **cost-conscious design** in real time
- › **Business scenarios** for **ad hoc minimization of component** and material complexity

EFFECTIVENESS DOING THE RIGHT THINGS

«Networked»

Lifecycle sustainability manager



- › Combines future **environmental and regulatory requirements** with its **knowledge of the supply network**
- › Integrates **sustainability into category strategies** and **procurement processes**
- › Assumes responsibility for **assessing the sustainability risks** of suppliers and supply chains
- › Develops **cost-benefit analyses** for sustainable alternatives

Innovation partner manager



- › Identification and evaluation of **external trends, ideas, and innovations**
- › Develops product and **service innovations in cross-functional teams**
- › Establishes a **cross-innovation ecosystem** and brings together **innovative start-ups** with relevant investors
- › Promotes the **development of new partnerships** with selected strategic suppliers/partners

Transactional champion



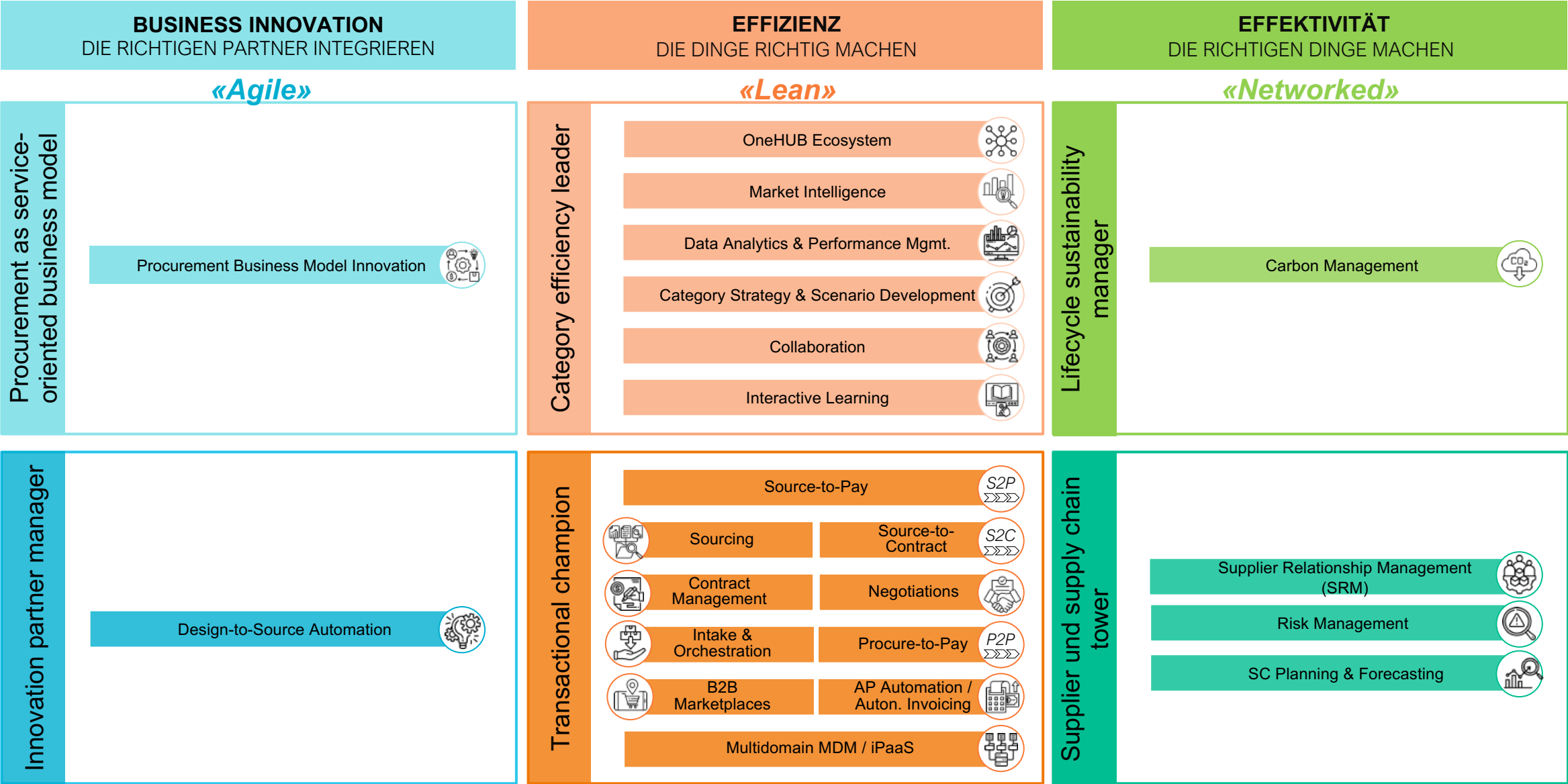
- › **Focus on P2P as a fully automated process** through digital technology and **replacement of human labor** (order processing, requesting goods and DL, validating incoming materials, paying invoices, etc.)
- › Use of AI for **data generation and analysis in transactions**
- › Establishment of AI tools as **digital assistants** to **transfer human interaction into routines** with minimal time expenditure

Supplier und supply chain tower

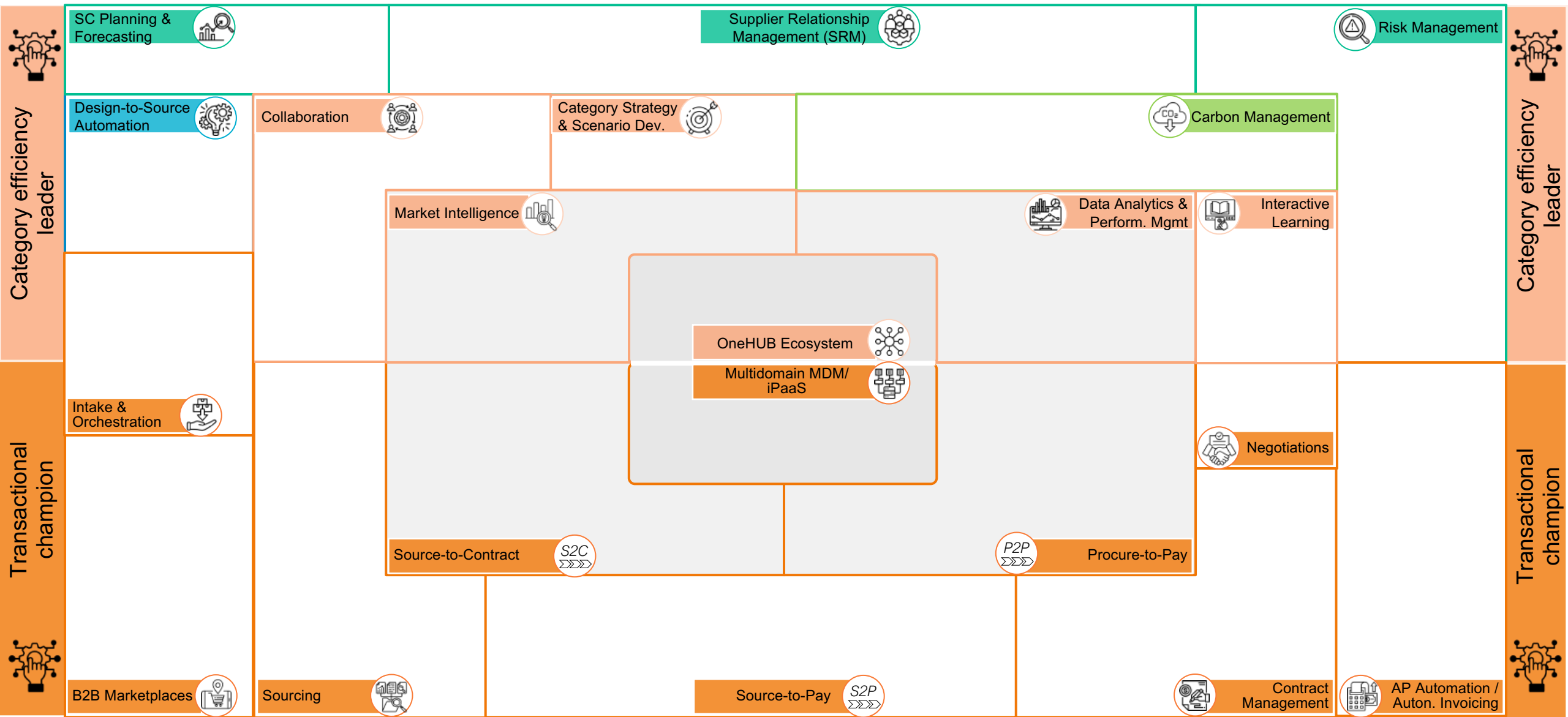


- › Establishes **stable and efficient supplier relationships**
- › Has a coherent and integrated understanding of **vertical and**
- › Creates transparency **about Tier 1-n suppliers along the supply chain**
- › Develops an early warning system through **robust network design** and **proactive risk management**
- › Brings together partners in a value chain on a **digital platform**
- › Uses AI for **advanced supply chain analytics**

Digital (AI) Tools | Digitalization enables the implementation of various digital (AI) use cases and tools for every procurement role - we have identified 22 digital solution cluster



IPG DIGITAL TOOLMAP | Digital solution cluster, role models, and core processes



Source: IPG Research, PPE Benchmarking
PPE ≈ Procurement Performance Excellence @ IPG

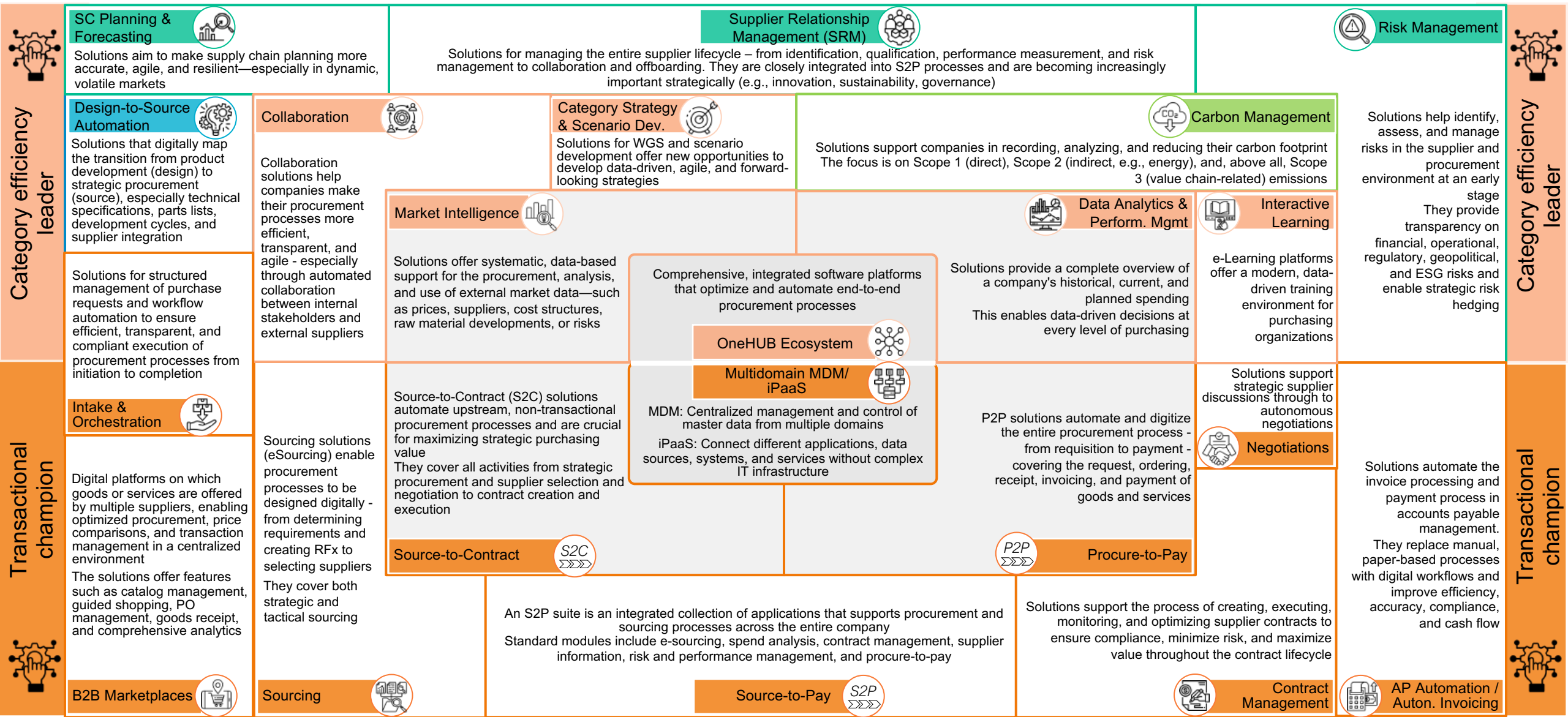
Transactional champion

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Anmerkung: Alle Logos und Markenzeichen sind Eigentum ihrer jeweiligen Inhaber

Transactional champion

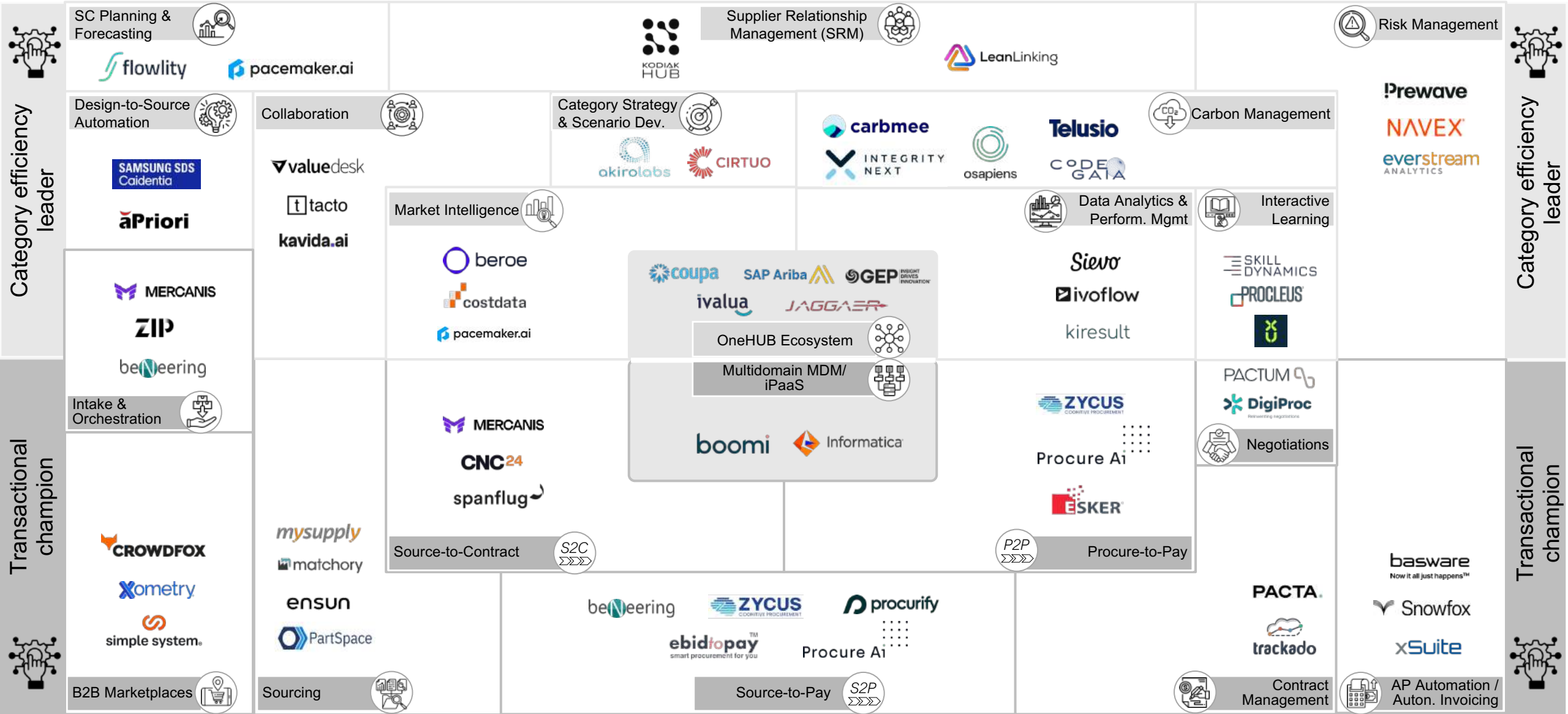
Category efficiency leader

Supplier & Supply chain tower

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IPG DIGITAL TOOLMAP | IPG shortlisted (AI) tool providers per solution cluster



Source: IPG Research, PPE Benchmarking
PPE ≈ Procurement Performance Excellence @ IPG
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"shortlisted" = Qualified (AI) tool providers for each solution cluster belonging to the relevant range of providers according to IPG market observation and project experience; the IPG shortlist does not claim to be a complete list of all qualified providers.

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The IPG GROUP is an international management consultancy that sees itself as a „Thought Factory“ and expert for «**Innovation – Performance– Growth**».

In line with our guiding principle “INNOVATE – PERFORM – GROW,” we support companies in their business and digital transformation from the initial **vision to the measurable implementation and realization** of cost and efficiency gains and growth potential.

Our trademarks

- › Holistic, **multidisciplinary transformation approach**
- › **Many years of implementation experience** in supporting purchasing and supply chain organizations
- › **Combination of consulting and education**: consulting services plus training and continuing education programs coupled with events and master classes
- › **Exclusive partner** for digitalization and sustainability for leading national purchasing and SCM associations
- › **Open Innovation Labs**: co-creation with research and customers for new solutions
- › Read what customers say about IPG online at [“Success Stories”](#)

