



# Digital Procurement of the Future

How procurement is  
becoming a driving force  
for the future

How autonomous negotiations  
optimize tail spend

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**Webinar**

January 15th, 2026

12.00 PM – 1.00 PM



# Get to know the speakers behind the presentations



**Carsten Vollrath**  
Managing Partner  
IPG PARTNERS  
GROUP



**Carl-Johan Ernstsson**  
CEO  
DigiProc



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## Fit for 2026: Digital Procurement of the Future

How procurement is becoming a driving force for the future – and how autonomous negotiations optimize tail spend

### Shape the Future of Procurement – Today

- › Procurement is no longer just about cost savings. It's about **strategy, agility, and data-driven decisions** that power business transformation.
- › In this exclusive 60-minute webinar, IPG and DigiProc reveal **how digital procurement will reshape the way organizations create value** by 2026.
- › Learn how **autonomous negotiation systems** are redefining tail spend management, enabling procurement organizations to generate value with remarkable speed in areas that were previously unreachable.



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## Key Highlights

- › **Discover the future of digital procurement:** Trends, technologies, and transformation paths leading to 2026.
- › **Experience the TWIN-PRO Approach:** IPG presents its proven 5-dimensional transformation model (Strategy, People, Processes & Organization, Technology, Change Management).
- › **See innovation in action:** DigiProc demonstrates how autonomous negotiations and smart analytics boost procurement efficiency and decision-making.
- › **Gain practical insights:** Learn how to turn your procurement organization into a driver of value creation and sustainability.



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IPG was awarded the title of  
**“BUSINESS INNOVATOR 2025”**  
by the German Innovation Institute for  
Sustainability and Digitalization (diind, Hamburg).

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