

PANEL DISCUSSION

The future of sourcing and vendor management



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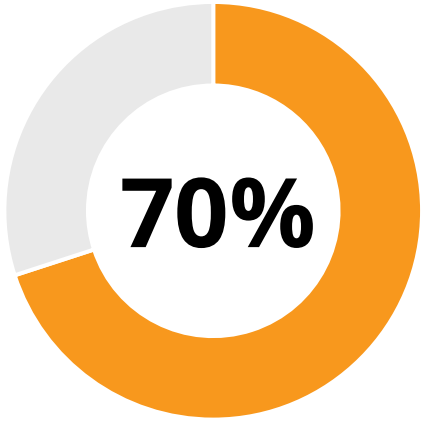


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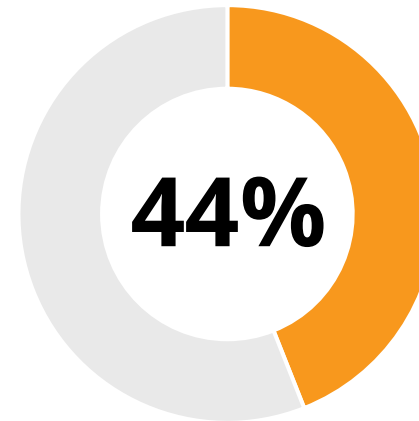
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Software selection & sourcing is a top pain point



of North American **executives** identify **software sourcing** as a **top 5 pain point**



of CIOs cite **high costs and complexities of sourcing** as their **top concern**

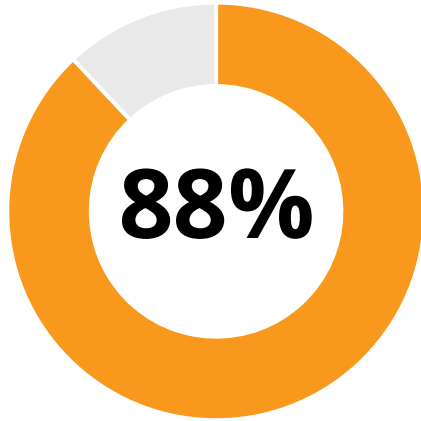
6 months

The length of the average software sourcing process

28

The average number of members in a software evaluation team

How will AI change software sourcing and selection?



of IT executives believe AI will **have a positive impact** on the future of **software sourcing** and **vendor selection**

01

RFPs will be dead in 5 years ?

02

Vendor management will be AI to AI ?

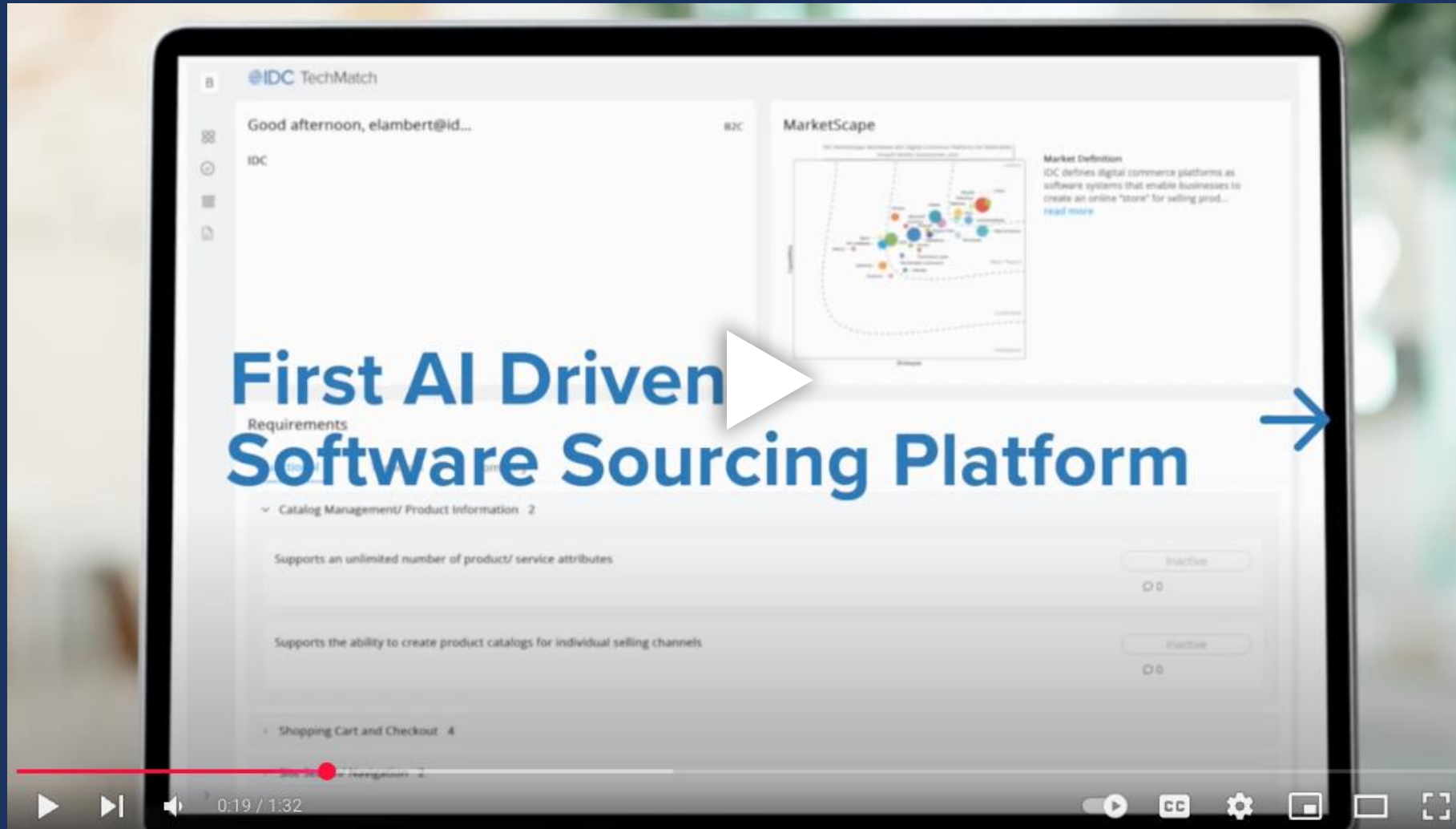
03

AI recommends the best software for you ?

04

Predictive risk assessment is standard ?

Watch the TechMatch video!



AI is already affecting software selection and procurement



AI that **finds vendors you've never heard of** and offers **relevant intelligence**



Agentic procurement ingesting data via NLP and applying organizational policies **multiplies capacity of the procurement team**



Agentic risk management using **web and social monitoring of employee posts to assess and mitigate risk**

And many more...



IDC Directions