



Summer School - AI 101 for Spend management

Because you can't google
everything forever...

Groves
& Company

Our Presenters



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Agenda

- Current State of the Workplace
- Need for AI
- AI in Action: DEMO
- Next Steps



“Jeff, I just resigned.”

KATHY, SOURCE-TO-PAY LEADER

The Weight of Your World



Supply-risk up 43%

Increased volatility in supply chains and greater uncertainty in procurement processes.



Shortages hit 79% of orgs

Widespread product and material shortages causing delays and disruptions.



Inflation squeezing 89% of budgets

Rising costs of goods and services putting significant pressure on procurement budgets.

But statistics don't capture the human cost...

The Human Toll: Beyond the Numbers



Chronic stress

Linked to health risks like heart disease (American Heart Association)



Lost passion

Strategic projects sidelined by tactical fires (51% of time on automatable tasks – HBR 2023, still rising in 2025)



Turnover crisis

U.S. businesses lose 1 in 4 employees yearly, with procurement hit harder (ProcureAbility 2025)

The human toll of burnout extends beyond mere numbers, affecting the physical and mental well-being of procurement professionals, eroding their passion for strategic work, and driving high turnover that further strains teams.

“I don't have time to learn new technology. But I'm terrified that if I don't, I'll become irrelevant.”

-Strategic Sourcing Manager

Is AI the answer?

We're Stuck In “How” Mode

The “How” trap

- ✓ How do I complete this event
- ✓ How do I analyze this data
- ✓ How do I build this case
- ✓ How do I use AI tools

The Result

- ✓ 51% time on automatable tasks
- ✓ trapped in tactical execution
- ✓ missing your zone of genius
- ✓ treating AI as just another tool



AI is a **WHO**,
not a **HOW**

Instead of asking:

“How do I analyze this data?”

Start asking: *“Who can help me analyze this data?”*

Sarah's 10-Hour Turnaround

A horizontal timeline with three points. The first point is a blue dot with a vertical line extending upwards to a blue header. The second point is a white dot with a vertical line extending downwards to an orange header. The third point is an orange dot with a vertical line extending upwards to an orange header. The timeline itself is a solid blue line.

● Automated reports & analysis

Leveraged AI to automate repetitive reporting and data analysis tasks

● +10 hrs/wk strategic time

Reclaimed 10+ hours weekly to focus on high-impact strategic initiatives

● \$3.2M supplier-innovation savings

Drove \$3.2 million in savings by identifying and implementing supplier-led innovation opportunities

The Perfect Partnership

AI Excels At

- ✓ Processing vast data
- ✓ Pattern recognition
- ✓ Draft generation
- ✓ Repetitive tasks
- ✓ 24/7 availability

Humans Excels At

- ✓ Strategic thinking
- ✓ Creativity and innovation
- ✓ Relationship building
- ✓ Emotional intelligence
- ✓ Ethical judgment

= Exponential Impact



HARMONY: A Roadmap to Human-AI Collaboration

- **H: Human-centric**

Audit needs to center people and their unique strengths, challenges, and goals.

- **A: Assess abilities**

Identify your team's genius zones and empower them to leverage AI accordingly.

- **R: Redirect routine work**

Delegate repetitive, high-volume tasks to AI, freeing up your team for strategic work.

- **M: Master collaboration**

Use hands-on workshops and real-world simulations to improve confidence and build a strong foundation in AI literacy.

- **O: Optimize workflows**

Redesign processes and roles to maximize the synergy between human and AI capabilities.

- **N: Nurture continuous improvement**

Foster a culture of continuous learning and evolution, adapting the AI-human partnership as needs change.

- **Y: Yield impact**

Track and measure the tangible benefits of your AI-empowered team, from efficiency gains to job satisfaction and innovation breakthroughs.

Imagine you're tomorrow

- ✓ Coming to work energized, not exhausted
- ✓ Focusing on work where you excel
- ✓ Creating exceptional value
- ✓ Finding deep fulfillment
- ✓ Being recognized as a strategic driver

This future is available TODAY

Now, let's see

AI as your **WHO**
in action

Introducing Raindrop's AI-powered platform

AI In Action



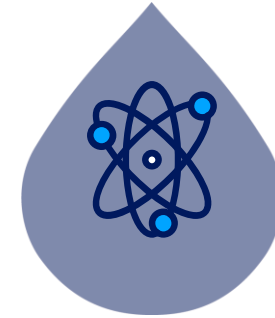
Find Answers Fast

- Any user, any question
- Show me invoices on hold
- Show me contracts expiring
- Search across all contracts



Eliminate the Mundane

- Create events quickly
- Buy this item
- Create a Sourcing event
- Create a one click NDA



Unlock Deeper Insights

- Manage risk before it happens
- Risk analysis performed on Contracts
- Supplier insight on Industry Ratings, Potential Tariffs

Your Action Today: Start with the Pulse Check



Take the [AI Readiness Pulse Check](#)

A 5-minute assessment to evaluate your readiness for successful AI use.



Identify your AI strengths and gaps

The assessment will provide insights into your AI readiness, highlighting areas for upskilling and improvement.



Get a custom action plan

Based on your results, you'll receive concrete, tailored recommendations to start your AI transformation and put the 'I' back in AI.

This low-pressure first step is the key to unlocking your AI-empowered future. Take the pulse check today and start your journey.

QUESTIONS?