

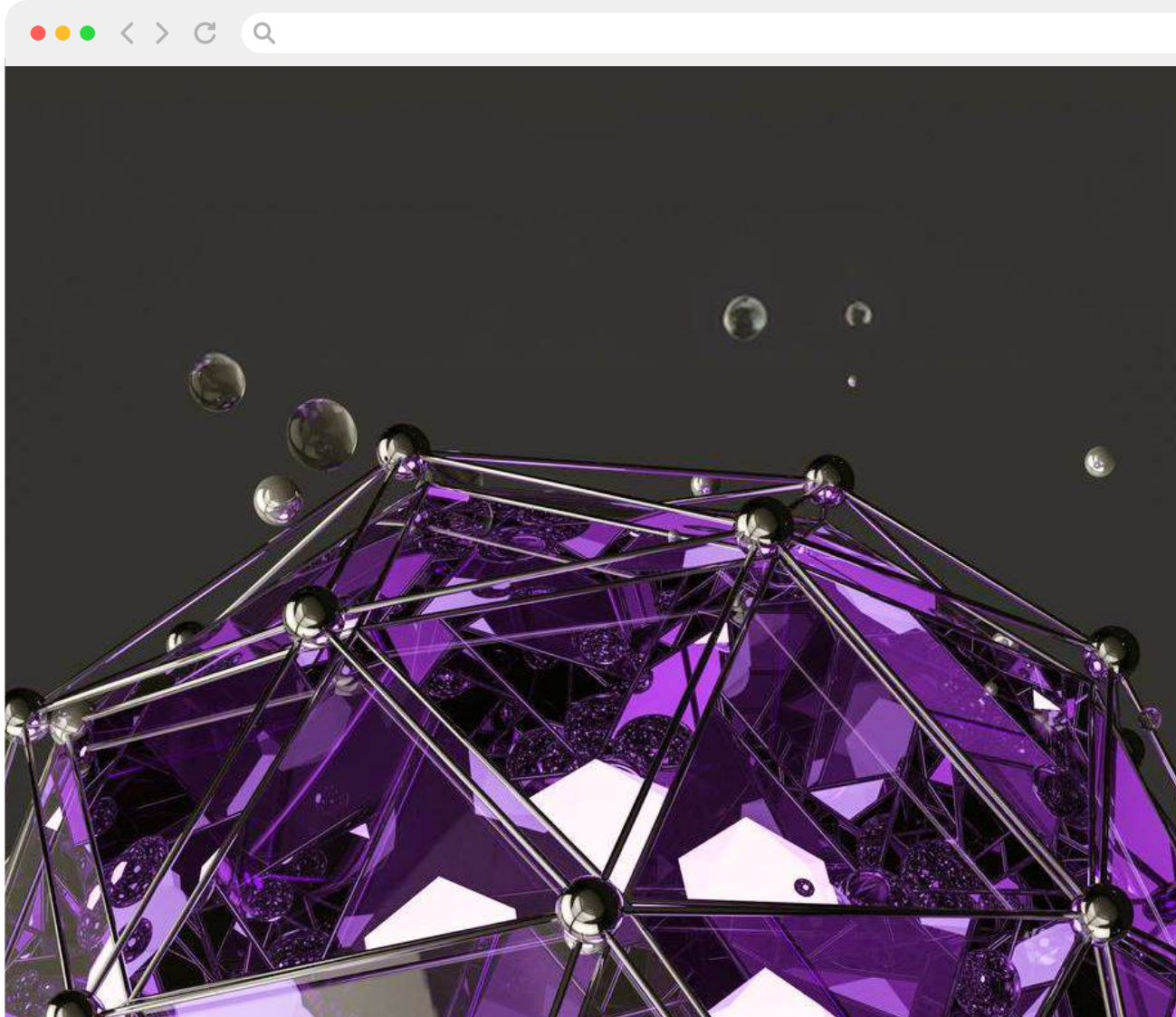


EIGHT SPECIALIZED AGENTS · ONE SHARED DATA FOUNDATION · SAP · ARIBA · AWS

Agentic Sourcing Ecosystem

Industrial Chemicals Leader

From Manual RFx Coordination to an Autonomous
Source-to-Contract Architecture



About Digicode

Digicode is an AI-enabled product development and consulting company that designs, builds, modernizes, and scales custom software for enterprise and high-growth businesses. Within procurement, that means agentic sourcing ecosystems: LLM-based agents built directly into existing ERP and cloud infrastructure, not bolted on top of it.

This engagement reflects that approach - an architecture designed to start with one agent and extend without starting over.

At a Glance

Industry: **Specialty & Industrial Chemicals Manufacturing**

Scope: **Agentic sourcing ecosystem - SAP ERP & SAP Ariba, 10,000+ employee organization**

Focus: **Source-to-contract automation, supplier intelligence & negotiation support**

Target Outcomes:

- RFX preparation time materially reduced through automated data consolidation
- Supplier shortlisting moved from individual memory to systematic, auditable evidence
- An architecture designed to extend agent by agent, without rebuilding integrations

The Situation

A sourcing process that worked until volume and category complexity outgrew it.

- **Fragmented RFX input**

Every sourcing event meant manually reconciling data scattered across SAP Business Warehouse and adjacent systems

- **Shortlisting by memory**

Supplier identification relied on individual sourcer knowledge, not systematic performance data

- **Negotiation without evidence**

Sourcing managers faced supplier price claims with no tooling to stress-test them against real cost-driver data

- **No scalable path to AI**

Every tool evaluated required a separate implementation - nothing built to extend

- **Compliance requirements that narrowed the field**

AWS-hosted, EU co-developed, integrated (not adjacent) to SAP and Ariba

What Changed

- **Eight Agents, Not One Chatbot**

A coordinated team of specialized AI agents, each owning one step of the source-to-contract process, sharing a single data and integration foundation.

- **Built Inside the Client's Own AWS Environment**

Procurement data, contracts, and supplier terms never leave the client's security perimeter. No public AI platform. No external model trained on their data.

- **Integrated With SAP ERP and Ariba, Not Adjacent to Them**

Historical tenders, master data, and contract archives feed the agents directly. No parallel platform. No data migration.

- **The Sourcing Manager Stays the Decision-Maker**

Agents recommend, draft, and analyze. Approvals, supplier selection, and contract signature never leave human hands.

The Eight Agents

| Agent | What It Does |
|---|---|
| RFx Input Agent Consolidates SAP data | Consolidates SAP data into a ready-to-use input layer |
| Sourcing Agent Shortlists suppliers | Shortlists suppliers using historical and market data |
| RFx Agent Drafts documentation | Drafts RFP/RFQ documentation from approved templates |
| Evaluation Agent Scores proposals | Scores proposals against defined award criteria |
| Negotiation Agent Preps cost-driver data | Preps cost-driver analysis and BATNA positioning |
| Risk Agent Monitors supplier health | Monitors supplier financial health and ESG signals |
| Contract Agent Reviews & generates terms | Generates and reviews terms against approved policy |
| Orchestration Layer Coordinates & escalates | Coordinates handoffs, escalates only to humans |

The Architecture, Visualized



One shared data foundation. Eight agents, each owning one step of the source-to-contract process.

Transformation Snapshot

How the sourcing workflow changes, step by step:

| Agent | Before | After |
|-----------------------|--|--|
| RFx Input | Manual reconciliation across SAP systems, every event from scratch | Normalized, ready-to-use input layer, automatically consolidated |
| Supplier Shortlisting | Individual sourcer memory, ad hoc research | Systematic, auditable shortlists from historical & market data |
| Negotiation Prep | No tooling to stress-test supplier price claims | Market & cost-driver evidence base before every conversation |
| Scaling AI Adoption | Each tool required a separate implementation | Shared foundation - each new agent extends, not restarts |
| Data & Compliance | Vendor options narrowed by AWS, EU, and integration needs | Deployed inside client's own AWS tenant, EU co-developed |

How It Was Delivered

- **Phase 1**

Confirm exact use case and scope for the first agent

- **Phase 2**

Assess integration feasibility and cost against SAP, Ariba, and AWS

- **Phase 3**

Align on governance model and delivery terms

- **Phase 4**

Design, prompt engineering, and data integration for the proof-of-concept agent

- **Phase 5**

Validate in production, then extend the architecture to the remaining agents

PROJECTED TARGETS - ENGAGEMENT IN EARLY STAGES

Impact

- **Faster RFX preparation**

Automated consolidation replaces manual cross-referencing with a data layer that doesn't need rebuilding each time

- **More defensible shortlists**

Systematic use of performance and market data, not individual memory

- **Stronger negotiation position**

Sourcing managers enter conversations with evidence, not the supplier's framing

- **A foundation that compounds**

Each agent added requires materially less effort than the last

Why It Matters

Most procurement AI conversations start with a feature list. This one started with a question: what changes if the coordination burden disappears entirely? The answer wasn't a tool. It was an architecture built to compound, where the first agent validates the foundation, and every agent after it gets easier. That's the difference between buying a series of point solutions and **building an ecosystem**.

One Architecture. Every Sourcing Step. Zero Re-Builds.

See how an agentic sourcing ecosystem could fit your SAP, Ariba, and cloud environment, scoped to a single proof-of-concept agent, not a platform overhaul.

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Contact Us

@ hello@mydigicode.com

 www.mydigicode.com

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