

# CONVENTION INTERNAZIONALE SUGLI APPALTI PUBBLICI

## INTERNATIONAL CONVENTION ON PUBLIC PROCUREMENT

**Roma, 6-7 Novembre 2025**  
Roma Eventi  
Centro Conferenze Fontana di Trevi  
Piazza della Pilotta, 4 - Roma

**Rome, 6-7 November 2025**  
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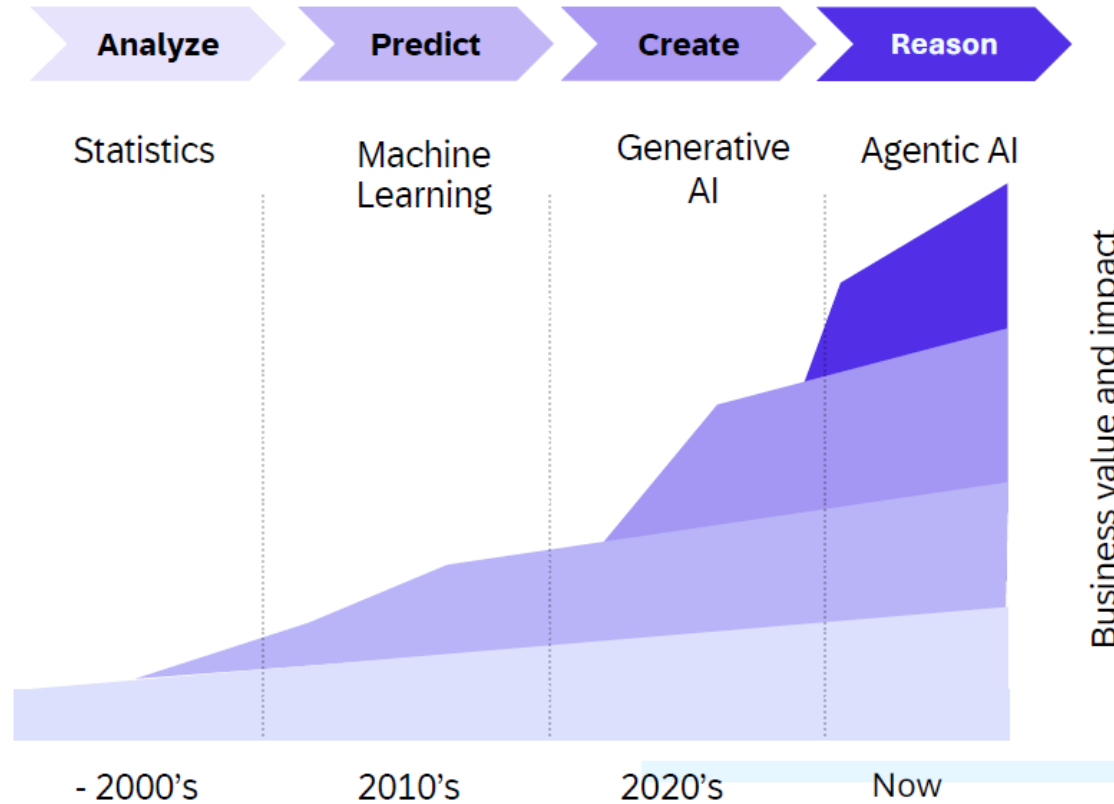
## Come Dati e Processi abilitano l'IA nella visione di SAP per il Procurement

Nicola Buseti, SAP

## Agenda

- IA Moderna e panorama Agentico: Dall'Analisi al Ragionamento nel contesto del Settore Pubblico.
- Il divario di Contesto: La necessità di un livello ricco di semantica: SAP Business Suite.
- Principi fondamentali dell'IA di SAP: Rilevanza – Affidabilità – Responsabilità.
- L'IA di SAP nel Procurement: Scenari di adozione nel processo Procure-to-Pay per migliorare governance e automazione.

# High Expectations on Current AI Advancements



# AI changes the way we work ...for the better

**Joule**

Company: Best Run  
Location: San Francisco, CA  
Department: Product Engineering  
Cost Center: 25ef

You can change something else or send the position for approval. You can also say "cancel" to exit the flow at any time.

Send for Approval

**Position sent for approval**  
Arya Smart is approving your request for Sustainability Supply Chain Consultant. View more in Org Chart.

Go to Org Chart

Message Joule...

Dashboard with various widgets:

- Cost Center Impl. Projects:** Budget 2024: 174.34
- IT Equipment:** 18.54 EUR
- Office Supplies:** 2,762.08
- Other:** 15.44 EUR
- Open Purchase Orders:** 790,200 EUR
- Shipment Invoices:** 19,703,008
- Costs by Region:** Bar chart showing regional cost distribution.
- Intelligent Matching of Employees:** List of employees with roles like 'Project Manager' and 'Project Manager'.

**Customer Layer - YTL\_WEATHER\_BASED\_PRICING**

Code Editor showing SQL/Python code for weather-based pricing logic.

**Preview:** Shows a list of items with columns for Item, Type, Description, and Price.

**Message Joule...**

Today 8:00 AM

Can you tell me gross margin by region?

Here's Gross margin per Region.

**Top 5 Gross Margin per Region**  
in m USD

North America	48.97
Europe	38.65
Asia	29.64
UK	29.35
Latin America	25.43

Created by SAP Analytics Cloud

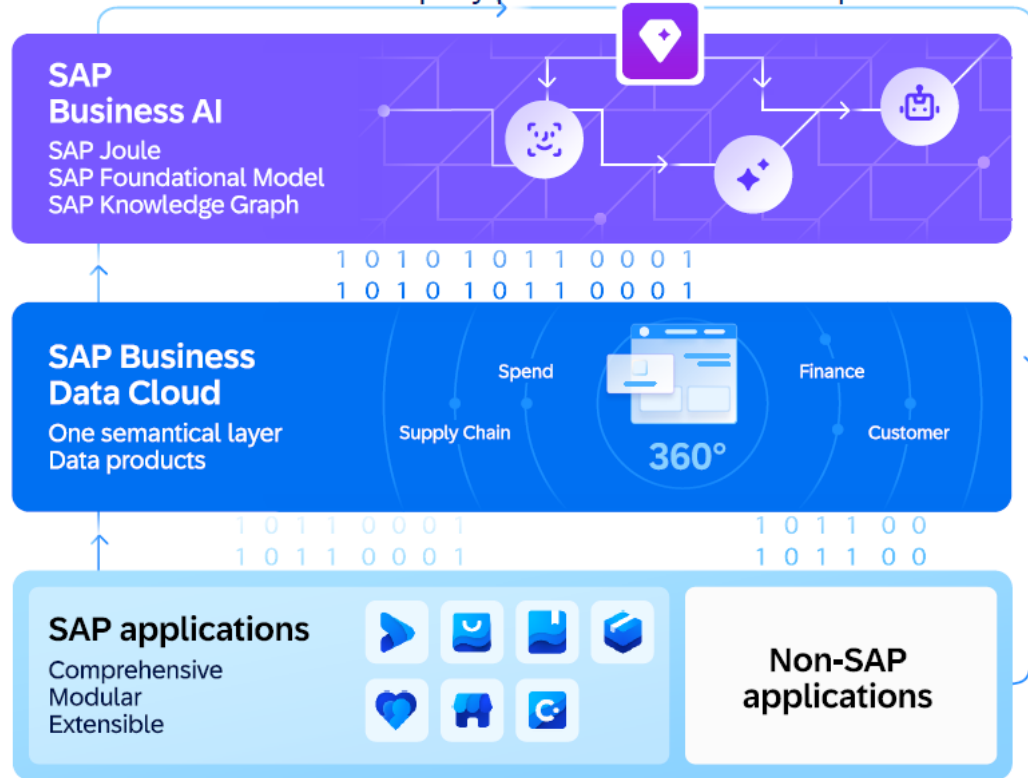
Message Joule...

L'IA vale tanto quanto i Dati che la supportano e ciò che puoi farci".

(Fonte: Forbes)

# Realizing our vision by bringing together applications, data, and AI

SAP is uniquely positioned to lead companies into this new era of enterprise management



## Unrivaled AI

With **SAP Business AI** collaborative agents are deployed and orchestrated to enhance operations, drive real-time insights, and optimize decision making at scale—unlocking capabilities others can't match

## Unmatched Data

With **SAP Business Data Cloud**, your most valuable business data from every part of your business turns into a **semantically-rich data treasure** that fuels unrivaled AI-powered value for your business

## Unparalleled Applications

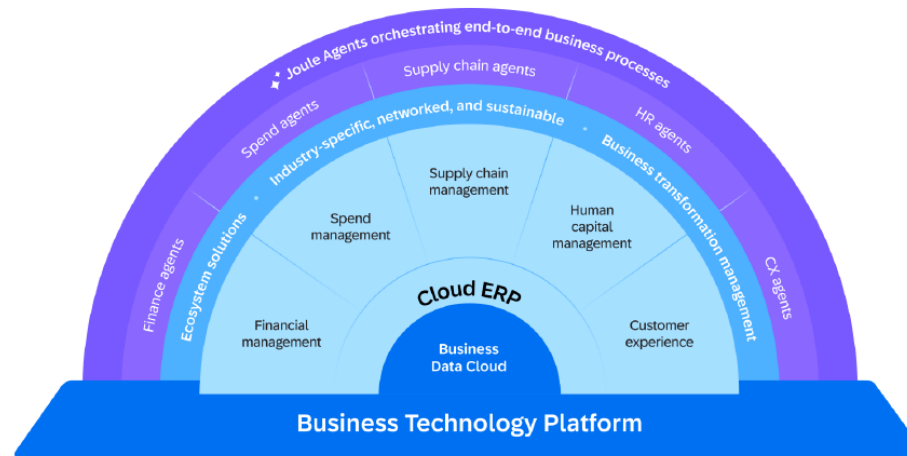
With **SAP's applications** and our technology platform, every part of your business is deeply connected, delivering end-to-end transformational value to your business processes

## La Visione di SAP

- Realizzare la nostra visione unendo applicazioni, dati e IA.
- IA Ineguagliabile: Agenti collaborativi per migliorare le operazioni e ottimizzare le decisioni.
- Dati Ineguagliabili: Il SAP Business Data Cloud trasforma i dati in un tesoro ricco di semantica.
- Applicazioni Ineguagliabili: La piattaforma tecnologica e le applicazioni SAP collegano ogni parte del business.

## SAP Business Suite for Public Sector

SAP is uniquely positioned to lead organizations into this new era of enterprise management



### Strategic priorities:

- 1 Modernize Digital Citizen Services
- 2 Harness the power of data and AI
- 3 Achieve operational excellence and resiliency
- 4 Mandate Cloud Security and Compliance

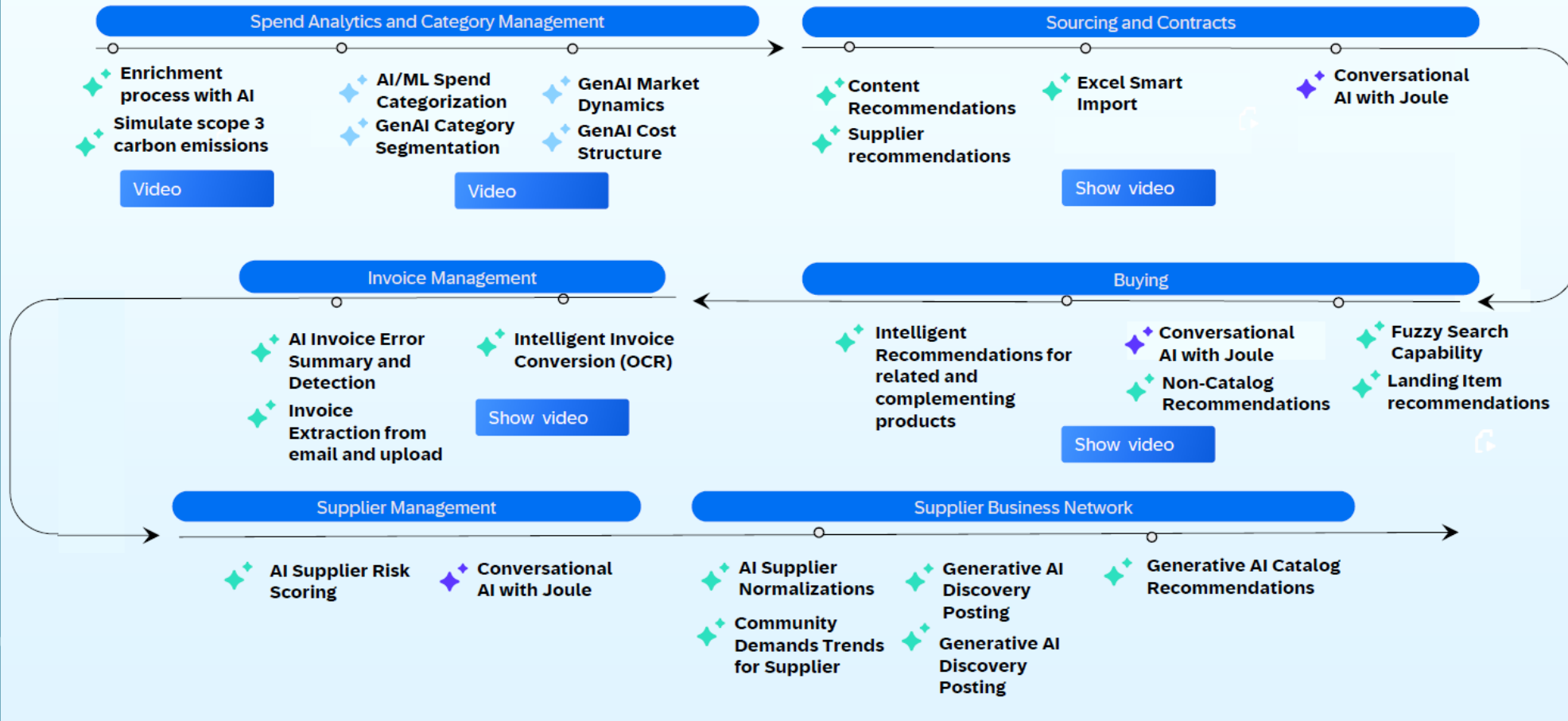
## SAP Business Suite per il Settore Pubblico

- Priorità strategiche:
  - Modernizzare i Servizi Digitali per i Cittadini.
  - Sfruttare il potere dei dati e dell'IA.
  - Raggiungere l'eccellenza operativa e la resilienza.
  - Imporre la Sicurezza e la Conformità del Cloud.

## An ongoing emphasis on responsible data privacy and ethics



# Some of the ways how SAP AI helps Source to Pay processes



## AI capabilities across the Source to Pay process

### Spend Data & Analytics

Classify Spend Data | Enrich Spend Data | Smart Predict | AI-enabled Spend Insights

### Source-to-Pay Process

Category Management	Strategic Sourcing	Contract Management	Supplier Management	Operational Procurement	External Workforce Management	Invoice Management
<ul style="list-style-type: none"> <li>Category segmentation</li> <li>Market dynamics</li> <li>Cost structure analysis</li> <li>Category strategy recommendations</li> <li>Category strategy summarization</li> </ul>	<ul style="list-style-type: none"> <li>RFP creation</li> <li>Bid analysis</li> <li>Supplier recommendations</li> <li>Content recommendations</li> <li>Item recommendations</li> <li>Market dynamics</li> <li>Supplier invitations</li> <li>Event rules lookups</li> <li>Reminder emails</li> <li>Pending approvals</li> <li>Event ID selection</li> <li>Supplier bid retrievals</li> <li>Discovery postings</li> </ul>	<ul style="list-style-type: none"> <li>Contract FAQs</li> <li>Contract summarization</li> </ul>	<ul style="list-style-type: none"> <li>Supplier summarization</li> <li>Supplier searches</li> <li>Primary contact information</li> <li>Invited suppliers not in registration</li> <li>Suppliers in registration</li> <li>Informational support</li> </ul>	<ul style="list-style-type: none"> <li>Personalized recommendations</li> <li>Show approvers</li> <li>Access shipping info</li> <li>Conversational catalog search</li> <li>Search reports</li> <li>Execute reports</li> </ul>	<ul style="list-style-type: none"> <li>SOW description creation</li> <li>SOW template selection</li> <li>Job description creation</li> <li>Job description translation</li> <li>Resume analysis</li> </ul>	<ul style="list-style-type: none"> <li>Invoice capture</li> <li>Material group recommendations</li> </ul>

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