

Newsletter June 2026

The Future of Procurement

Elevating the Function to a Growth Engine

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Lytica's Monthly Newsletter



“Innovation distinguishes between a leader and a follower”

— Steve Jobs

In This Issue

- The Future of Procurement & Elevating the Function to a Growth Engine
- The Architecture of Resilience
- The Hidden Cost of Component Sourcing - and How AI is Fixing it
- Upcoming Webinar: De-Risking the Electronics Supply Chain

The Future of Procurement - Elevating the Function to a Growth Engine

In our recent webinar, Lytica's [Shawn Bradley](#), [Varun Narayanan](#) and [Ken Bradley](#), discussed how procurement is evolving beyond its traditional role as a cost center and becoming a strategic driver of enterprise value.

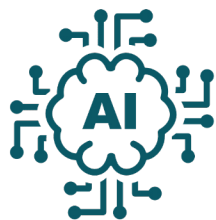
The panel explored how today's procurement leaders are being asked to deliver on much more than savings. In an environment shaped by supply chain volatility, tariffs, geopolitical risk, sustainability pressures, and AI, procurement now plays a critical role in improving resilience, protecting margins, accelerating time to market, and enabling business growth.

Three key takeaways from the discussion:



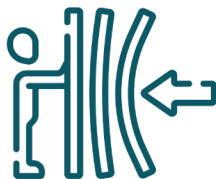
1. Real leverage is created upstream — not at the negotiation table.

The decisions that shape cost, supply continuity, risk, and negotiating power are often made long before sourcing teams sit down with suppliers. When procurement is involved earlier in product architecture, design, and supplier strategy, it can help the business create leverage before it is needed.



2. AI will accelerate procurement, but human judgment remains essential.

AI can help teams process vast amounts of market, supplier, pricing, and risk intelligence at speed. But it does not replace supplier relationships, governance, accountability, or business judgment — especially when decisions involve trade-offs across cost, risk, resilience, and growth.

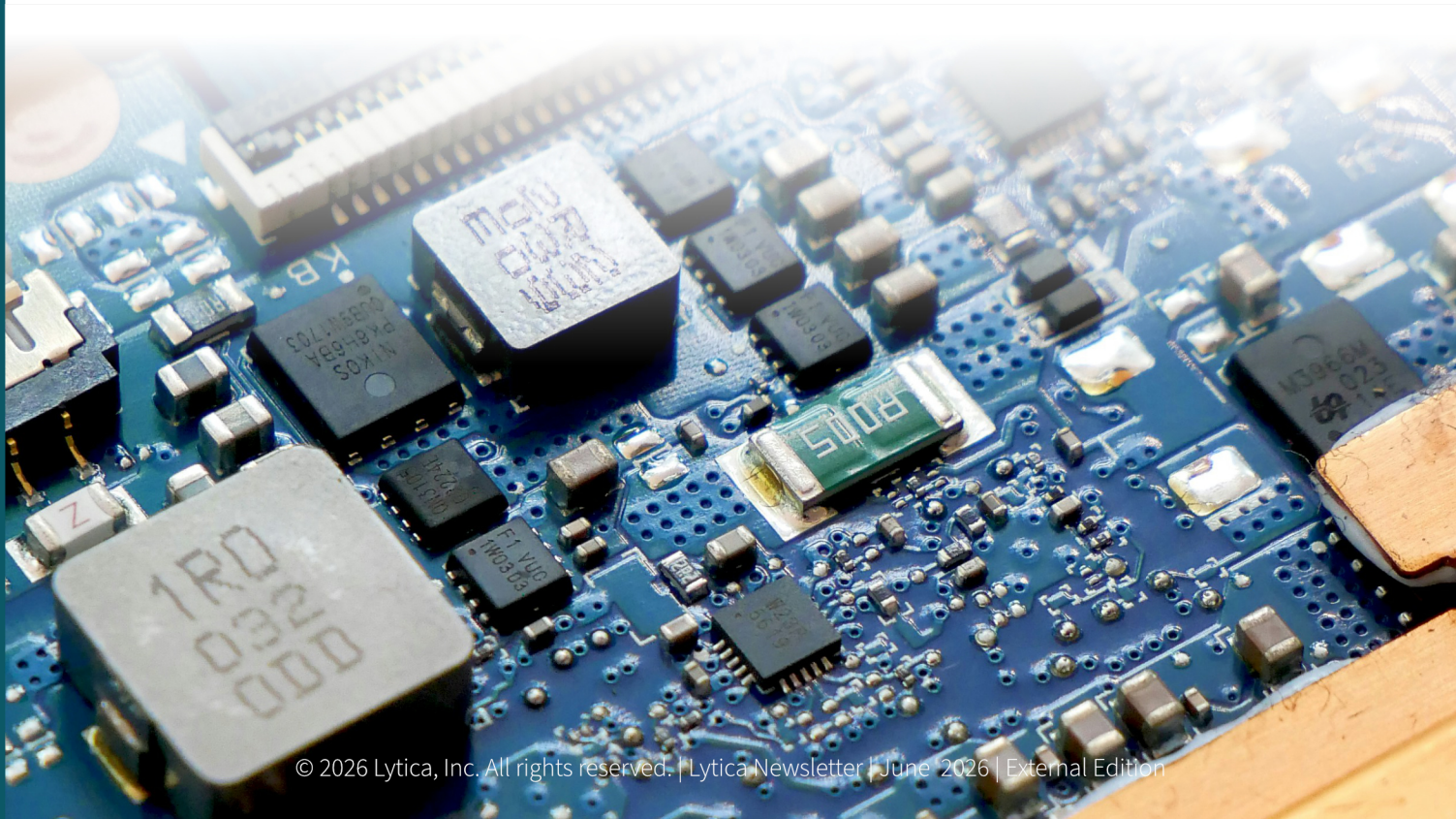


3. Resilience requires proactive planning, not just better firefighting.

Procurement has proven it can respond to disruption, but reactive firefighting is no longer enough. Leaders need better intelligence to identify vulnerabilities earlier, simulate scenarios, justify mitigation strategies, and communicate supply chain risk in terms the business can act on.

The takeaway was clear: procurement teams that embrace intelligence, adopt new technologies, and build stronger cross-functional connections will be best positioned to become true strategic partners in shaping business growth.

Watch the Webinar / Learn More <https://lytica.com/webinars/the-future-of-procurement-elevating-the-function-to-a-growth-engine/>



The Architecture of Resilience

What if your biggest supply chain risks are not hidden in shipping lanes or warehouses, but in the design of your supply base?

In The Architecture of Resilience whitepaper, Lytica explores why modern supply chains can no longer be built around cost efficiency alone. The whitepaper makes the case for a more proactive approach to resilience — one that starts with the right mix of suppliers, geographies, and material sources before disruption hits.

Inside the paper, you'll find practical thinking on:

1. Why resilience must be designed in

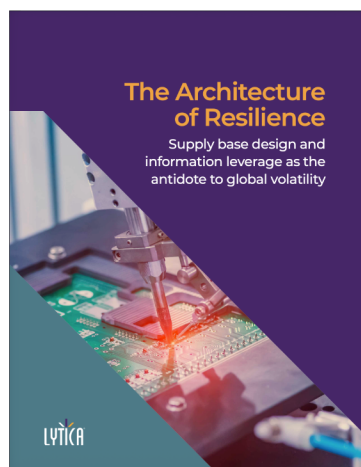
A strong supply base is not just a list of vendors. It is a strategic defence system against volatility.

2. How information creates leverage

True negotiation power comes from visibility into peer benchmarks, lead-time intelligence, supplier dynamics, and market-clearing prices — not spend volume alone.

3. Why BOMs should be reviewed for risk, not just cost

Single-source components, geographic concentration, and alternate sourcing gaps can turn small parts into major production disruptions.



Read the full whitepaper to learn how supply base design and information leverage can help procurement leaders build resilience before volatility becomes disruption.

<https://lytica.com/whitepapers/the-architecture-of-resilience/>

The Hidden Cost of Component Sourcing - and How AI is Fixing it

In a recent ARC Advisory Group webinar, Lytica CEO [Martin Sendyk](#) discussed why electronic component sourcing has become more volatile, strategic, and data-dependent.

The discussion highlighted how market opacity, geopolitical risk, supply disruption, and rising demand are making sourcing decisions harder and more consequential. Lytica's platform helps address this by using anonymized, aggregated transactional data to give manufacturers real market visibility, identify overpayment, and strengthen negotiation leverage.

The webinar also introduced Lytica's broader AI vision: connecting cost, risk, and design-to-source workflows through AI agents and, over time, a AI-native sourcing decision system. The key message: companies that use trusted data and AI earlier in the sourcing process will be better positioned to reduce cost, manage risk, and bring products to market faster.

Watch the Webinar / Learn More <https://lytica.com/webinars/>



Upcoming Webinar: De-risking the Electronics Supply Chain

Wednesday, July 29 | 11:00 AM – 12:00 PM

Stop firefighting supply chain disruptions — and start de-risking them before they impact production.

In this upcoming session, Lytica's [Varun Narayanan](#), Vice President of Business Transformation, will explore how procurement and supply chain leaders can use market intelligence to identify vulnerabilities, prioritize risk, diversify dependencies, and build greater supply continuity across the electronics supply chain.

What you'll learn:

Map hidden vulnerabilities

Identify single-point-of-failure components before they disrupt production.

Prioritize risk with better intelligence

Move beyond spend-based analysis and rank your portfolio by supply stability, exposure, and continuity risk.

Build stronger contingency plans

Use global market data to create sourcing strategies that reduce supplier, geographic, and market dependencies.

Shift from reactive to resilient

Learn how to move from short-term firefighting to proactive enterprise resilience.

Join us to learn how better intelligence can help transform supply chain uncertainty into a strategic advantage.

Register for the webinar

https://watch.getcontrast.io/register/lytica-2-derisking-the-ecs?utm_source=mktg&utm_medium=email&utm_campaign=webinar



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