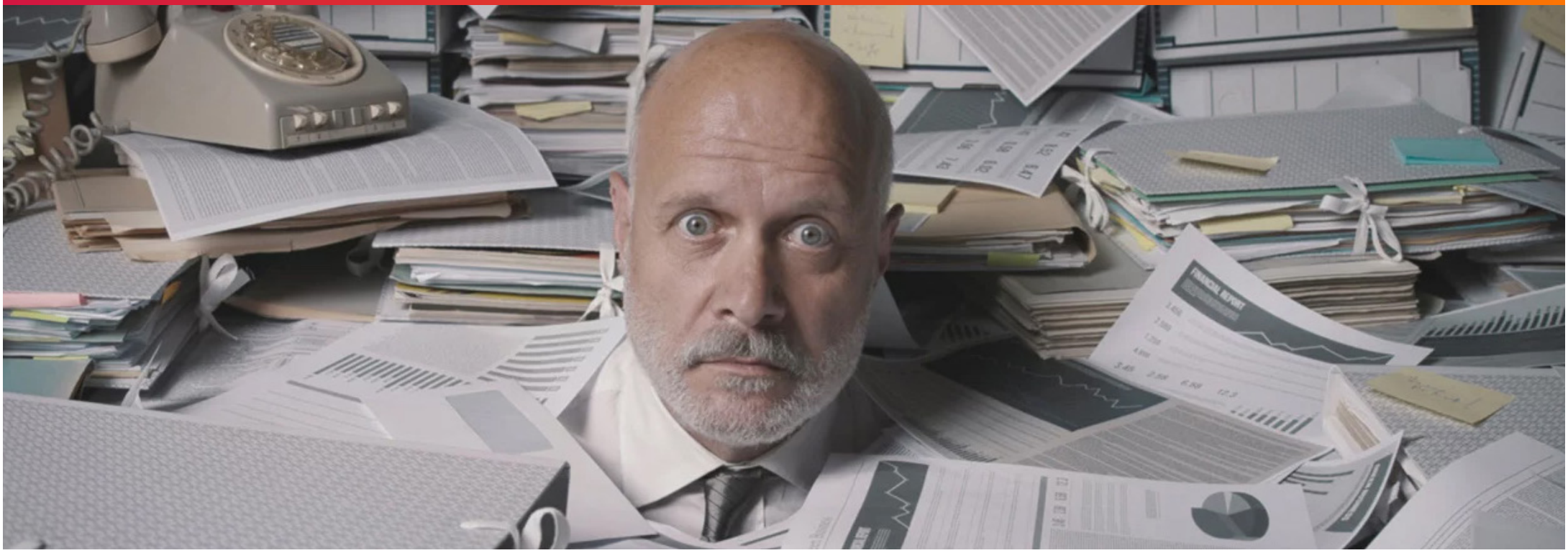
FUTURA Smart

SOLUTION PAPER

Are you caught up in a flood of „Just place a purchase order“ tasks?

Process blocker: Requirement specification.
Use AI to break out of the query loop and move toward clearly structured requirement recording. Read the free solution paper



Don‘t let e-mails with old quotations become the standard for your processes

“Just place a purchase order like last time.”

This is what purchase requisitions sent by e-mail often look like. Attached: an old quotation in PDF format. Material groups, quantities, or technical specifications are missing. Operational purchasing has to clarify everything, ask questions, and try to anonymize the quotation. This is a time-consuming undertaking, which usually results in the old quotation simply being ordered – over and over again.

The result:

To prevent processes from stalling, value limits are raised at organizational level and many requirements are awarded directly without a request for quotation. No competition, no compliance.

Potential savings remain untapped.

The underestimated interface in the procurement process

The point of contact between the consumer and the purchasing department determines how efficient, comparable, and transparent a procurement process really is. Not at the price inquiry stage, but right at the beginning: where the requirement arises and the transition to purchasing takes place.

Today, this interface is often used informally: By e-mail, verbal communication, or by copy-pasting old transactions.

This may seem quick, but it blocks standardized processes and burdens the purchasing department with queries, media discontinuity, and missing data.

Here‘s how AI specifically reduces the workload

It intuitively guides the consumer through the process of defining their requirements – in natural language, without complex formalities. At the same time, it reduces the workload in purchasing as it only passes on the information once a structured and qualified RFQ is available.

”The relationship between the consumer and the purchaser determines how modern procurement really is – and whether automation can have an impact“

Hartmut Schwadtke,
CEO Futura Solutions



3 typical hurdles – and how AI removes them

Quality & completeness of requirement recording

Different departments often record requirements in very individual ways.

A lack of standards leads to queries, misunderstandings, and delays.

› This is where AI can act as a “quality manager” by asking structured questions directly during data input. Every format (including PDFs and JPGs) can be automatically converted into structured data using standardized methods.

Communication & media discontinuity

Queries are made via e-mail ping-pong or telephone.

There is no consistent flow of information and no documentation.

› Structured, AI-supported queries relieve the burden on everyone involved, create transparency, and enable automation. As a neutral mediator between the specialist department and purchasing, AI is capable of learning, is consistent, and is available anytime.

Process integration & usability

If requirements are too complex or technical, people look for workarounds.

PDFs, old quotations, copy and paste are often symptoms of flawed processes.

› AI ensures ease of use by structuring free entries and guiding the user step by step through the process – without any prior knowledge of the system‘s logic.

Whether simple or complex, AI turns requirement specifications into a structured, intelligent way to start the procurement process.

FUTURA Smart

AI vs. classic guided buying workflows: What is the difference?

Classic guided buying workflows operate according to fixed rules and within the limits set by the form logic. AI, on the other hand, responds flexibly to content, recognizes patterns, and automatically fills in missing information.

CLASSIC WORKFLOWS	AI-SUPPORTED REQUIREMENT SPECIFICATION
• Predefined decision trees (if X, then Y)	• Analyzes the specific content of the request, recognizes patterns, checks for completeness, and asks specific questions—even with free text entries
• Form-based – the decision-maker must know what to enter	• Understands unstructured language, PDFs, JPGs, Word or Excel and automatically converts them into structured, processable data
• Workflows can only be changed manually	• Automatically corrects incorrect entries: e.g. typical additions, frequent errors, optimization patterns
Works well for standard requirements – less so for services, projects, or infrequent procurements	**Also suitable for complicated and complex requirements because it recognizes gaps and asks intelligent follow-up questions**

AI in requirement specification. A benefit for all teams.

HEAD OF PURCHASING

"I want to issue more requests for requirements and reduce the workload of operational purchasing."

- Smaller requirements are often ordered directly without a request for quotation?
- AI makes small requirements suitable for requests for quotation.
- Value limits no longer need to be increased – more competition, better comparability, greater savings.
- Is the effort associated with small requests for quotation high?
- Der Aufwand bei kleinen Ausschreibungen ist hoch.
- AI reduces workload.
- Providing more time for strategic tasks.
- More requests for quotations, transparent volumes.

PROCESS OPTIMIZER

"I want to reduce manual steps and establish end-to-end processes."

- Is the recording of requirements often unstructured or done via e-mail with PDF attachments?
- AI structures free text and converts PDFs into RFQ-compatible formats.
- No media discontinuity, standardized, automatable.
- No more e-mail ping-pong
- Are there many manual queries?
- AI handles clarification directly during the recording process.
- Fewer operational loops
- Consistent data, end-to-end processes.

SAP / IT

"I want neatly integrated, automatable processes in SAP."

- Is there a lack of automation at the interface between requirement recording and SAP?
- AI agents are integrated into FUTURA Smart.
- FUTURA Smart seamlessly integrates non-SAP roles
- no additional tools required
- Is the data quality unreliable?
- AI improves entries directly at input stage.
- Technically integrable.
- Clean data, scalable processes

The process starts sooner, purchasing later – to the benefit of everyone.

FUTURA Smart not only builds a bridge between consumers and purchasers – the solution also connects both sides systematically. Automatically, process-oriented, and without additional effort. This is possible by native SAP integration: It connects intuitive requirement recording outside of SAP with a structured, system-supported process in purchasing – seamlessly.

AI-supported requirement recording & RFQ preparation

This is how the process works:

Requisition: E-mail, chat bot, or file—the consumer uses the simplest method and does not need to create a purchase requisition in SAP.

Analysis & enrichment: AI agents check for completeness and add missing information.

Approval by the consumer: If everything is correct, an RFQ is automatically created for further processing in FUTURA Smart.

The purchasing department?

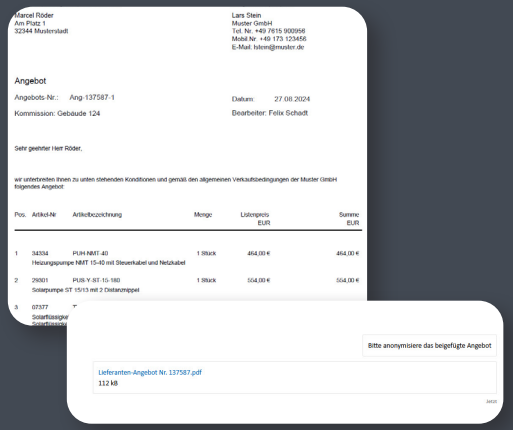
It only gets involved once the request for quotation is ready to go – or even once quotations have been received.

They access FUTURA Smart directly via the SAP Launchpad, check the RFQs, and place orders—all without leaving the system. Requirements are seamlessly fed back into existing SAP processes, including purchase orders, write-backs, and documentation. This turns every request into a consistent, transparent, and efficient sourcing process.

FUTURA Smart

Requirement recording can be that simple – when AI does the preparatory work.

Tuesday morning, 9:13 a.m. Marc works in facility management. He urgently needs a quotation for a project at the Schwarzstein site – pumps, solar fluid, and installation included. In the past, he would have searched for an old PDF and sent an e-mail to the purchasing department. Queries? Almost guaranteed. But now things are different. He simply opens FUTURA Smart Requests and forwards the request to the AI.


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Angebot

Angebots-Nr.: Ang-137587-1
Datum: 27.08.2024
Kommission: Gebäude 124
Bearbeiter: Felix Schadt

Sehr geehrter Herr Röder,

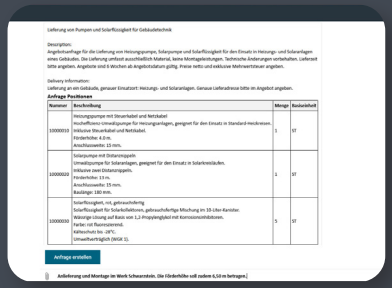
wir unterbreiten Ihnen zu unten stehenden Konditionen und gemäß den allgemeinen Verkaufsbedingungen der Muster GmbH folgendes Angebot

Pos.	Artikel-Nr.	Artikelbezeichnung	Menge	Listenpreis EUR	Summe EUR
1	34334	PUH-NMT-40 Heizungspumpe NMT 15-40 mit Steuerkabel und Netzkabel	1 Stück	464,00 €	464,00 €
2	29301	PUS-Y-ST-15-180 Solarpumpe ST 15/13 mit 2 Distanzmuppel	1 Stück	504,00 €	504,00 €
3	07377	T Solarflüssiger Solarflüssiger			

Bitte anonymisiere das beigefügte Angebot

Lieferanten-Angebot Nr. 137587.pdf
112 kB

Marc starts with what he has at hand: an old PDF file from the last order. Instead of forwarding the document by e-mail, he simply uploads it directly into the chat. He briefly informs the agent, "...please anonymize the attached quotation..." and clicks "Send".


Lieferung von Pumpen und Solarflüssigkeit für Gebäudetechnik

Description:
Angebotsanfrage für die Lieferung von Heizungspumpe, Solarpumpe und Solarflüssigkeit für den Einsatz in Heizungs- und Solaranlagen eines Gebäudes. Die Lieferung umfasst ausschließlich Material, keine Montageleistungen. Technische Änderungen vorbehalten. Lieferzeit bitte angeben. Angebote sind 6 Wochen ab Angebotsdatum gültig. Preise netto und exklusive Mehrwertsteuer angeben.

Delivery information:
Lieferung an ein Gebäude, genauer Einsatzort: Heizungs- und Solaranlagen. Genaue Lieferadresse bitte im Angebot angeben.

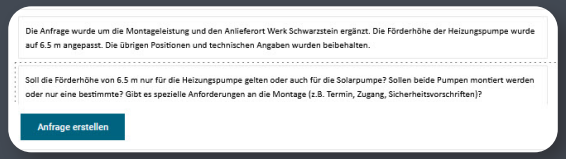
Anfrage Positionen

Nummer	Beschreibung	Menge	Basiseinheit
10000010	Heizungspumpe mit Steuerkabel und Netzkabel Hocheffiziente Umwälzpumpe für Heizungsanlagen, geeignet für den Einsatz in Standard-Heizkreisen. Inklusive Steuerkabel und Netzkabel. Förderhöhe: 4.0 m. Anschlussweite: 15 mm.	1	ST
10000020	Solarpumpe mit Distanzstopfen Umwälzpumpe für Solaranlagen, geeignet für den Einsatz in Solarkreisläufen. Inklusive zwei Distanzstopfen. Förderhöhe: 13 m. Anschlussweite: 15 mm. Baulänge: 180 mm.	1	ST
10000030	Solarflüssigkeit, rot, gebrauchsfertig Solarflüssigkeit für Solarkollektoren, gebrauchsfertige Mischung im 10-Liter-Kanister. Wärmeträger-Lösung auf Basis von 1,2-Propylenglykol mit Korrosionsinhibitoren. Farbe: rot fluoreszierend. Kälteschutz bis -28°C. Umweltverträglich (WGK 1).	5	ST

Anfrage erstellen

Anlieferung und Montage im Werk Schwarzstein. Die Förderhöhe soll zudem 6,50 m betragen.

The AI recognizes the document, removes all supplier data, and automatically extracts the content. The first draft of the requirement is already available in the system. FUTURA Smart reads the itemized quote and creates an initial structure—automatically.

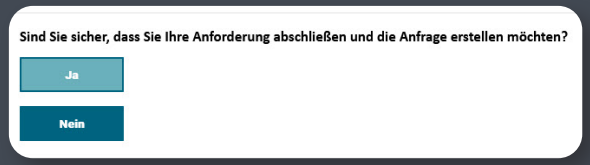

Die Anfrage wurde um die Montageleistung und den Anlieferort Werk Schwarzstein ergänzt. Die Förderhöhe der Heizungspumpe wurde auf 6.5 m angepasst. Die übrigen Positionen und technischen Angaben wurden beibehalten.

Soll die Förderhöhe von 6.5 m nur für die Heizungspumpe gelten oder auch für die Solarpumpe? Sollen beide Pumpen montiert werden oder nur eine bestimmte? Gibt es spezielle Anforderungen an die Montage (z.B. Termin, Zugang, Sicherheitsvorschriften)?

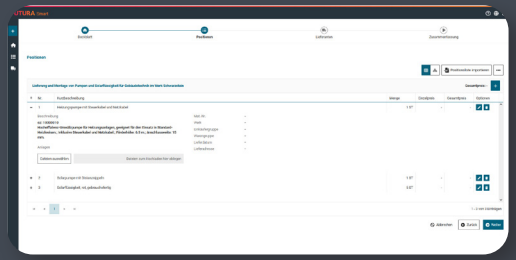
Anfrage erstellen

But a few details are still missing – and instead of complicated forms, the AI simply asks: "Should the subsidy amount apply to both pumps?" or "Are there any specific requirements for the installation? Marc types in his answers without any technical jargon.

Marc's answers are fed directly into the item list in a structured format. One last check: the AI displays everything in a compact format and asks, "Create request?" Marc clicks on "Yes."



Seconds later, the requirement appears as "RFQ in preparation" in FUTURA Smart – ready for the request for quotation. Frank, the colleague in purchasing, can now take over.



Marc relaxes, takes a sip of coffee, and is just glad that it's over. No callbacks, no e-mail ping-pong. Now he can get back to his project, and the parts will still arrive on time.

Meanwhile, Frank, the purchaser, sees the process in his FUTURA workspace. All the information is there, everything is traceable. No gaps, no guesswork – just a neatly prepared requirement.

One click and the request for quotation can start.

FUTURA
Smart

Structured procurement. Strategic decisions. Successful purchasing.

FUTURA Smart optimizes the entire source-to-contract process—with RFX systematics, SAP depth, and AI intelligence for informed decisions—systemically, highly scalable, and ready to use.

What sets us apart:

We combine 27 years of digitalization experience with a genuine understanding of purchasing processes and in-depth expertise in SAP processes and data models. Whether strategic requests for quotation, operational requirements, or complex CAPEX projects, FUTURA enables companies to create structured, end-to-end, and transparent procurement processes.

Our AI agents do the groundwork:

They automatically identify requirements, structure them in line with the system and prepare requests for quotation in a structured manner – before purchasing needs to act.

FUTURA. Smart sourcing. Tangible results.

You know the challenge – we have the solution.

Arrange a meeting now
For a Live experience of FUTURA Smart and AI-supported requirement specification

Futura Solutions well integrated

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