



**SOURCING TRENDS Q2 2026:**

# **AI, CONSOLIDATION, AND GEOPOLITICAL RISKS**

**Produced by the Indirect Category Leaders in the LogicSource Center of Excellence**

This report leverages insights from 200+ indirect category experts and \$200B+ in pricing data to provide actionable insights and strategies for optimizing procurement, mitigating risks, and addressing supply chain trends.

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# EXECUTIVE SUMMARY

As we move through 2026, organizations are navigating an increasingly dynamic indirect spend environment shaped by geopolitical uncertainty (e.g., Iran War), evolving supplier economics, and the rapid scaling of AI across enterprise functions. Procurement and finance leaders are balancing continued cost pressures, driven by targeted labor constraints in critical skill areas, material inflation, and energy volatility, while also adapting to fundamental shifts in how services and technologies are sourced, priced, and delivered.

At the same time, the acceleration of AI, automation, and data-driven decision making is reshaping category strategies across IT, marketing, and operations, while consolidation across key supplier markets is altering competitive dynamics and reducing options in certain categories. These forces are increasing the importance of proactive sourcing strategies, stronger supplier governance, and more flexible commercial models.

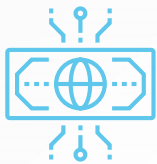
This report provides a view of the most impactful sourcing trends across the indirect ecosystem, including IT, logistics, facilities, construction, corporate services, marketing, and print & packaging. It highlights where leverage is shifting between buyers and suppliers, where new risks are emerging, and where organizations can unlock value through strategic sourcing, demand management, and operational optimization. While near-term volatility remains a factor, the focus of this report is on the structural changes that will define sourcing strategies in the year ahead.

For a deeper examination of tariff-driven impacts, readers can reference LogicSource's dedicated Tariff Report in our [Tariff Report Library](#) and previous publications of the [Sourcing Trends Report](#).





# INFORMATION TECHNOLOGY



## CONSUMPTION-BASED PRICING MODELS ACCELERATE WITH AI ADOPTION

Organizations are demanding a shift from traditional prepaid and license-based models to consumption-driven pricing structures tied to actual usage. This trend is particularly evident across AI platforms, data services, and development environments, where demand is highly variable and difficult to forecast upfront.

LogicSource clients are actively evaluating transitions to usage-based models for AI platforms and exploring tokenized pricing structures for AI-enabled development, enabling greater flexibility but increasing the need for cost governance and forecasting discipline. Suppliers are also introducing new contract constructs, including unlimited consumption thresholds and restructured renewal incentives, to remain competitive.



### Recommended Actions

- + Price holds increasing to 60-90 days (previously 30 to 60 days)
- + HVAC and electrical equipment price increases are subsiding compared to late 2025
- + Furniture and millwork suppliers are passing through 6%-15% surcharges, particularly on metal-intensive SKUs
- + Increased “tariff-risk buffers” embedded in lump-sum project bids



## ENTERPRISES EXPAND AI PLATFORM ECOSYSTEMS THROUGH COMPETITIVE EVALUATIONS

Organizations are accelerating investments in AI capabilities, including enterprise copilots, agentic chatbots, and personalized digital experiences, while conducting structured evaluations across leading cloud and AI providers. This is driving a surge in RFIs and RFPs to assess functionality, scalability, and partner ecosystems before committing to long-term platforms.

LogicSource clients are simultaneously evaluating multiple hyperscalers and niche AI providers, leveraging supplier demonstrations and competitive bidding to inform platform selection. In parallel, organizations are assessing whether to build in-house solutions, partner with third parties, or procure directly from platform providers, reflecting a more strategic and multi-path approach to AI deployment.



### Recommended Actions

- + Run competitive RFI/RFP processes across AI providers
- + Assess build vs. buy vs. partner strategies
- + Prioritize interoperability and scalability
- + Align platform selection with long-term enterprise architecture



## DATA GOVERNANCE AND AI SECURITY BECOME CRITICAL TO SCALING AI

As AI adoption expands, organizations are placing increased emphasis on strengthening data quality, governance, and security frameworks to support reliable and responsible AI deployment. The proliferation of AI tools has introduced new risks, including limited visibility into data usage and the rise of “shadow AI” across enterprises.

LogicSource clients are investing in tools that enhance data discovery, classification, and governance, while also exploring AI-enabled solutions to improve data reliability and oversight. At the same time, organizations are reassessing legacy data management platforms and introducing new capabilities to ensure data integrity and compliance across increasingly complex AI ecosystems.



### Recommended Actions

- + Evaluate and implement data governance and AI security tools
- + Enhance visibility into AI usage across the enterprise
- + Establish policies to manage shadow AI
- + Ensure data quality frameworks support scalable AI initiatives



## TECHNOLOGY PROVIDERS BUNDLE AI AND CORE CAPABILITIES TO DRIVE PLATFORM CONSOLIDATION

Major technology providers are increasingly packaging AI, security, and productivity capabilities into bundled suites to expand market share and increase platform stickiness. By integrating tools such as copilots, agent frameworks, identity management, and collaboration platforms into unified offerings, suppliers are positioning themselves as end-to-end solution providers while simplifying procurement for customers.

LogicSource clients are seeing this trend across leading vendors, where AI capabilities are no longer sold as standalone add-ons but are embedded within broader enterprise agreements or bundled into premium SKUs. While bundling can create cost efficiencies and streamline vendor management, it can also obscure true pricing, limit flexibility, and introduce challenges in benchmarking individual components or avoiding shelfware.



### Recommended Actions

- + Deconstruct bundled pricing to understand true unit cost economics
- + Assess overlap with existing tools before consolidating
- + Negotiate flexibility to opt in/out of components
- + Ensure roadmap alignment before committing to expanded platform suites





## CORPORATE SERVICES



### ORGANIZATIONS RATIONALIZE CONTRACTOR SPEND THROUGH STRATEGIC FTE CONVERSION

Companies are increasingly converting long-tenured contractors into full-time employees as part of broader workforce optimization strategies. This shift reflects a growing focus on reducing premium labor costs and mitigating risks associated with contractor-heavy models.

LogicSource clients are identifying roles that have effectively become permanent and transitioning them to FTEs to improve cost efficiency, continuity, and accountability. This approach also strengthens institutional knowledge retention and enables more consistent performance management, particularly in critical business functions.



#### Recommended Actions

- + Assess contractor population for FTE conversion opportunities
- + Evaluate the total cost of contractor vs. FTE models
- + Prioritize high-tenure and business-critical roles
- + Align HR and procurement strategies to support workforce transitions
- + Ensure contingent labor contracts maintain competitive (or no cost) conversion fees



## BUSINESS PROCESS OUTSOURCING EXPANDS ACROSS FINANCE AND LEGAL FUNCTIONS

Organizations continue to shift standardized, repeatable work in finance and legal functions to specialized third-party providers to improve efficiency and reduce costs. This includes finance processes such as AP/AR and transaction processing, as well as legal work traditionally handled by law firms.

LogicSource clients are leveraging BPO and alternative legal service providers (ALSPs) to industrialize delivery, reduce external spend, and improve scalability. This allows internal teams to focus on higher-value, strategic activities while introducing more predictable pricing and service levels.



### Recommended Actions

- + Identify rule-based processes suitable for outsourcing
- + Evaluate BPO and ALSP providers for scalability and cost efficiency
- + Implement standardized pricing models
- + Retain strategic work in-house while offloading transactional activities



## PROFESSIONAL SERVICES SPEND FACES INCREASED GOVERNANCE AND DEMAND MANAGEMENT

As external consulting and advisory spend remains under scrutiny, organizations are implementing stricter controls to ensure services are clearly scoped, justified, and aligned to measurable outcomes.

LogicSource clients are introducing structured intake processes, approval workflows, and performance tracking mechanisms to improve accountability and reduce scope creep. This shift is helping organizations ensure that professional services engagements deliver tangible value and are deployed only where necessary.



### Recommended Actions

- + Implement formal intake and approval processes
- + Define clear deliverables and success metrics
- + Track performance against outcomes
- + Enforce governance to limit unnecessary or duplicative spend



## EMPLOYEE WELLBEING INVESTMENTS EXPAND TO SUPPORT WORKFORCE RESILIENCE

Companies are increasing investment in employee wellbeing and mental health services, often through third-party platforms, as part of broader talent retention and productivity strategies.

LogicSource clients are expanding access to these services across larger segments of the workforce to reduce absenteeism, mitigate burnout, and strengthen employee engagement. These programs are also becoming an important component of the employer value proposition in competitive talent markets.



### Recommended Actions

- + Evaluate third-party wellbeing platforms for scalability and effectiveness
- + Expand access across employee populations
- + Align programs with broader HR and retention strategies
- + Measure impact on productivity and attrition, assess relevant compensation adjustments due to expanding benefits offerings





## FACILITIES



### SUPPLIER CONSOLIDATION REDUCES COMPETITION IN LINEN, LAUNDRY & UNIFORMS

The linen, laundry, and uniforms category is experiencing increased supplier consolidation, with major acquisitions reducing the number of national providers and reshaping competitive dynamics. As leading suppliers expand capabilities and geographic reach through M&A, the market is becoming more concentrated, particularly across healthcare and commercial segments.

LogicSource clients are seeing fewer viable national suppliers as acquisitions expand service portfolios and reduce fragmentation in the market. This consolidation is increasing supplier leverage, limiting competitive bidding scenarios, and creating potential dependency risks, especially for large, multi-site organizations. At the same time, expanded supplier capabilities may offer broader service coverage and operational efficiencies.



#### Recommended Actions

- + Reassess supplier concentration risk
- + Increase focus on regional and emerging suppliers
- + Lock in favorable terms through longer-term agreements
- + Benchmark pricing regularly to maintain competitiveness, establish tiered pricing models to support scenarios where supplier acquisitions organically drive consolidation within your organization



## AI-ENABLED CMMS PLATFORMS IMPROVE VISIBILITY AND PREDICTIVE MAINTENANCE

Computerized Maintenance Management Systems (CMMS) are rapidly evolving with embedded AI capabilities that enhance asset visibility, predictive maintenance, and operational efficiency. These tools are enabling facilities teams to shift from reactive to proactive maintenance strategies while improving cost transparency.

LogicSource clients are leveraging AI-enabled CMMS platforms to gain better insight into asset performance, predict potential failures, and optimize work order management. Enhanced real-time tracking and labor cost visibility are helping organizations make more informed decisions and improve resource allocation across facility operations.



### Recommended Actions

- + Evaluate AI capabilities when selecting or renewing CMMS platforms
- + Prioritize solutions with predictive analytics and real-time reporting
- + Integrate CMMS data with broader facilities and financial systems
- + Ensure internal teams are trained to leverage advanced functionality



## RIISING COSTS ARE CONSTRAINING FACILITIES' CAPITAL INVESTMENT

Ongoing increases in material and labor costs are placing significant pressure on facilities budgets, forcing organizations to prioritize operational continuity over capital improvements. As a result, many companies are deferring or reducing investments in facility upgrades and enhancements.

LogicSource clients are increasingly being asked to “do more with less,” with capital projects often the first area reduced to offset inflationary pressures. This shift is driving greater emphasis on maintenance optimization, lifecycle extension of existing assets, and cost control initiatives to sustain operations without significant new investment.



### Recommended Actions

- + Prioritize critical capital projects based on ROI and risk
- + Extend asset lifecycles through enhanced maintenance strategies
- + Identify cost-saving opportunities in service contracts
- + Explore alternative financing or phased investment approaches



# DESIGN AND CONSTRUCTION



## CONSTRUCTION BACKLOGS REBOUND BUT CREATE MARKET IMBALANCE ACROSS CONTRACTOR TIERS

Construction backlogs have rebounded in 2026, driven by large-scale investments in infrastructure, data centers, and institutional projects; however, this recovery is uneven across the contractor landscape. Larger firms are capturing most high-value projects, while smaller contractors face weaker pipelines and reduced demand.

LogicSource clients are seeing this imbalance cascade into the subcontractor market, where qualified labor is increasingly tied up with large general contractors and major projects. Combined with ongoing skilled labor shortages, this dynamic is reducing competition for smaller projects and limiting cost leverage. As a result, organizations pursuing mid-sized or localized projects may face higher costs, longer lead times, and fewer qualified bidders.



### Recommended Actions

- + Expand prequalified subcontractor networks
- + Engage contractors earlier in the sourcing process
- + Consider bundling projects to attract larger firms
- + Adjust timelines to account for labor constraints and reduced competition



## RETAILERS STANDARDIZE DESIGN AND BUILD MODELS TO OFFSET COST VOLATILITY

Rising material costs due to inflation (6%-15%), supply chain disruptions, and tariff-driven price increases (25%-30%) are pushing organizations, particularly in retail, to adopt standardized design and construction models. By developing repeatable prototypes, companies are improving cost predictability, accelerating project timelines, and reducing complexity in execution.

LogicSource clients are prioritizing design standardization to mitigate volatility across key materials such as concrete, electrical components, and specialty finishes, which have seen sustained inflation. Standardized builds are enabling more efficient sourcing, streamlined project management, and stronger negotiating leverage with contractors and suppliers, particularly as brick-and-mortar expansion continues to rebound.



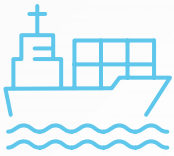
### Recommended Actions

- + Develop and implement standardized design prototypes
- + Leverage volume purchasing across repeat builds
- + Align contractors and suppliers to standardized specifications
- + Continuously refine designs to balance cost, speed, and brand requirements





# DISTRIBUTION & LOGISTICS



## OCEAN FREIGHT OVERSUPPLY STRENGTHENS SHIPPER LEVERAGE WHILE INCREASING CONTRACT COMPLEXITY

Ocean freight markets in 2026 are characterized by persistent overcapacity, giving shippers increased negotiating power, while geopolitical instability and fuel volatility are driving more complex and flexible contracting structures.

LogicSource clients are seeing flat to declining contract rates (up to -3%) as fleet growth outpaces demand, enabling stronger pushback on carrier-driven rate increases such as general rate increases (GRI) and peak season surcharges. At the same time, organizations are incorporating more dynamic contract mechanisms, including quarterly fuel adjustments and contingency clauses, to manage disruption risk. This dual dynamic requires more active contract management and market monitoring.



### Recommended Actions

- + Leverage market oversupply to negotiate rate reductions
- + Resist non-market-aligned surcharges
- + Incorporate fuel adjustment and disruption clauses
- + Diversify carrier mix and routing strategies



## TRUCKLOAD SOURCING SHIFTS FROM COST OPTIMIZATION TO CAPACITY SECURITY

While near-term truckload rates remain stable or slightly declining (up to -4%), sourcing strategies are increasingly focused on securing reliable capacity ahead of anticipated market tightening over the next 12–24 months.

LogicSource clients are balancing short-term cost savings with long-term risk mitigation, as regulatory pressures and rising carrier costs are expected to reduce available capacity. This is driving earlier engagement with carriers and a shift toward more strategic sourcing approaches that prioritize stability over purely transactional rate optimization.



### Recommended Actions

- + Lock in capacity through strategic sourcing events
- + Balance spot and contract exposure
- + Build long-term carrier relationships
- + Monitor market indicators for early signs of tightening



## RISE OF ASSET-BASED AND DEDICATED CARRIER MODELS IMPROVES STABILITY BUT REDUCES FLEXIBILITY

Organizations are increasingly prioritizing asset-based carriers and dedicated fleet models to reduce exposure to spot market volatility and owner-operator exits. These models provide greater reliability and service consistency, particularly in constrained markets.

LogicSource clients are expanding the use of dedicated fleets, especially in short-haul and high-density networks, to secure predictable pricing and capacity. However, this shift can reduce flexibility and may limit the ability to capitalize on favorable spot market conditions when capacity loosens.



### Recommended Actions

- + Evaluate dedicated fleet opportunities for high-volume lanes
- + Balance asset-based and brokered capacity
- + Ensure contractual flexibility to adjust volumes
- + Benchmark total cost vs. service benefits



## NETWORK OPTIMIZATION AND REGIONAL SOURCING BECOME CORE TO TRANSPORTATION STRATEGY

Transportation sourcing is evolving beyond rate negotiation to include network design, modal optimization, and regional procurement strategies. Organizations are increasingly tailoring sourcing approaches based on geographic capacity dynamics and operational needs.

LogicSource clients are conducting network analyses to identify opportunities for mode shifts (e.g., truckload to intermodal or LTL) and adopting regional RFP award strategies (where viable) to better align with localized carrier capacity. These approaches are improving routing guide performance and unlocking cost efficiencies in targeted markets.



### Recommended Actions

- + Conduct transportation network optimization analyses
- + Evaluate modal shift opportunities
- + Implement regional sourcing strategies
- + Continuously refine routing guides based on performance data



## PARCEL BECOMES A STRATEGIC CATEGORY DRIVEN BY DATA AND CARRIER PROFITABILITY MODELS

Parcel shipping is evolving into a highly strategic procurement category, with increased executive attention, tighter governance, and a shift toward data-driven decision-making. At the same time, carriers are prioritizing profitability and network fit over volume growth.

LogicSource clients are enhancing cost visibility and adopting more structured contracting models, including diversified carrier portfolios across national and regional providers. Detailed cost-to-serve analytics are becoming critical to managing pricing, understanding surcharge impacts, and aligning shipping profiles with carrier expectations.



### Recommended Actions

- + Treat parcel as a strategic category with dedicated governance
- + Diversify the carrier base
- + Implement cost-to-serve analytics
- + Continuously monitor pricing changes and surcharge impacts



## FUEL VOLATILITY DRIVES GREATER EMPHASIS ON COST TRANSPARENCY AND EFFICIENCY

Fuel price volatility, driven by the Iran War and asymmetric pricing behavior, is increasing pressure on transportation costs and making forecasting more difficult. For example, the national average of diesel fuel has risen nearly \$2.00 over the last two months.

LogicSource clients are responding by implementing more structured fuel surcharge mechanisms and enhancing transparency in fuel-related costs across carrier agreements. In parallel, organizations are focusing on operational levers, such as route optimization, load consolidation, and packaging efficiency, to reduce fuel consumption per shipment and offset rising costs.



### Recommended Actions

- + Standardize and audit fuel surcharge programs
- + Increase visibility into fuel cost drivers
- + Optimize routing and load efficiency
- + Integrate packaging design into transportation cost strategies





# PRINT



## EUROPEAN PAPER PRICE INCREASES PERSIST DESPITE DECLINING DEMAND

European paper suppliers are implementing broad-based price increases across graphic and specialty grades through April, even as overall demand continues to decline. This reflects ongoing cost pressures, particularly in energy and raw materials, and a coordinated effort by producers to stabilize margins in a structurally shrinking market.

LogicSource clients are seeing announced increases of 8%–10% across key grades, with additional upward pressure on newsprint and lightweight coated papers. Despite demand declining approximately 10% year-over-year, suppliers are maintaining pricing discipline, signaling limited near-term relief for buyers and continued cost pressure across print categories.



### Recommended Actions

- + Proactively engage suppliers on pricing justification
- + Benchmark across regions and grades
- + Evaluate opportunities to shift specifications or formats
- + Align demand planning to mitigate exposure to increases



## CAPACITY REDUCTION INCREASES SUPPLY RISK AND MARKET FRAGILITY

Long-term demand erosion in graphic paper has led to significant capacity reductions, leaving the market with fewer mills and machines and increasing vulnerability to supply disruptions. As a result, even small changes in capacity can have outsized impacts on availability.

LogicSource clients are navigating a market where, in some cases, the loss of a single machine could remove a substantial portion of total supply. This reduced redundancy is making suppliers more cautious about further capacity rationalization while increasing the risk of shortages, allocation constraints, and volatility, even in a declining demand environment.



### Recommended Actions

- + Secure paper supply independently, rather than relying solely on printers
- + Establish allocation strategies with key suppliers
- + Develop backup approved paper specifications
- + Collaborate with internal stakeholders to ensure flexibility in paper selection





# PACKAGING



## GEOPOLITICAL DISRUPTIONS DRIVE RESIN PRICE VOLATILITY AND SUPPLY RISK

Global polyethylene (PE) markets are experiencing renewed volatility due to geopolitical disruptions impacting key supply routes, particularly the Strait of Hormuz. These constraints are tightening global supply and driving consecutive price increases, with further upward pressure expected if disruptions persist.

LogicSource clients are seeing proposed resin increases following steady upward movement earlier in the year, with supply risk heightened due to the concentration of global production dependent on constrained shipping routes. This environment is increasing the importance of proactive sourcing strategies, supplier diversification, and contract structures that can adapt to rapid market changes.



### Recommended Actions

- + Engage suppliers to develop continuity and mitigation plans
- + Diversify supply sources
- + Incorporate flexible pricing mechanisms
- + Evaluate forward buying opportunities where appropriate



## SUSTAINABILITY REQUIREMENTS RESHAPE PACKAGING MATERIALS AND SOURCING STRATEGIES

Sustainability is becoming a central driver in packaging sourcing decisions, fueled by increasing regulatory requirements and consumer expectations. Organizations are being held more accountable for material choices, with non-compliance posing financial and operational risks.

LogicSource clients are accelerating efforts to reduce plastic usage, transition to alternative materials, and adopt circular models such as closed-loop raw materials. These initiatives are also unlocking operational efficiencies, including SKU rationalization and reduced material consumption through innovative resins and packaging designs. However, balancing sustainability goals with cost, performance, and supply chain volatility remains a key challenge.



### Recommended Actions

- + Incorporate sustainability requirements into supplier contracts
- + Align packaging strategies with evolving regulations
- + Collaborate with suppliers on compliant and cost-effective alternatives
- + Develop phased transition plans to ensure continuity
- + Balance sustainability goals with market realities and supply risks





# MARKETING



## BRAND HEALTH TRACKING BECOMES CRITICAL AMID FRAGMENTED CONSUMER JOURNEYS

Brands are significantly increasing investment in brand health tracking to better understand consumer perception and sentiment in an increasingly fragmented digital landscape. Traditional marketing funnels are becoming less reliable as consumer journeys span multiple platforms, touchpoints, and signals.

LogicSource clients are prioritizing always-on measurement capabilities that provide real-time insights, enabled by AI and automated analytics tools. This shift is also driven by growing pressure to directly link brand health metrics to financial outcomes, particularly as organizations reinvest in brand-building initiatives after years of performance-focused spend.



### Recommended Actions

- + Invest in real-time brand tracking tools
- + Integrate brand and performance data to measure business impact
- + Align KPIs to financial outcomes
- + Ensure partners can support advanced analytics and AI-enabled insights



## GENAI TRANSFORMS CONTENT SUPPLY CHAINS AND MARKETING PRODUCTION MODELS

The integration of generative and agentic AI into creative, content, and production workflows has reached a tipping point, fundamentally reshaping how marketing content is produced and scaled. Organizations are moving beyond pilots and into full-scale industrialization of AI-enabled content supply chains.

LogicSource clients are seeing agencies and platforms retool production capabilities, leveraging AI for content creation, versioning, and optimization, while expanding virtual and hybrid production models. Although adoption is accelerating and driving efficiency, many organizations are still working to fully quantify the financial impact and ROI of these investments.



### Recommended Actions

- + Evaluate agency and partner AI capabilities during sourcing
- + Redesign content supply chains to leverage AI at scale
- + Pilot use cases with clear ROI tracking
- + Ensure governance frameworks are in place for quality and brand consistency



## AGENCY MODELS EVOLVE WITH CONSOLIDATION, AI INVESTMENT, AND DATA-DRIVEN SELECTION PROCESSES

Agency ecosystems are undergoing rapid transformation driven by consolidation, increased use of principal-based media buying, and significant investment in AI capabilities. These shifts are changing both how agencies operate and how brands evaluate and select partners.

LogicSource clients are seeing a move away from traditional, relationship-driven pitch processes toward more data-driven and scenario-based evaluations. Agency selection increasingly emphasizes quantitative case studies, real-world problem solving, and deep assessments of AI and automation capabilities. Additionally, holding companies are positioning integrated, end-to-end production offerings as a key differentiator in competitive pitches.



### Recommended Actions

- + Modernize agency selection processes with data-driven evaluation criteria
- + Assess transparency in media buying models
- + Prioritize partners with scalable AI capabilities
- + Evaluate integrated production offerings against best-of-breed alternatives

# CONCLUSION

As 2026 progresses, the sourcing landscape continues to evolve under the influence of geopolitical disruption, supplier consolidation, and the rapid integration of AI across nearly every category. From shifting pricing models in technology and logistics to tightening supplier markets in facilities and print, procurement leaders are navigating a more complex and less predictable environment than ever before.

Across these trends, a clear theme emerges: flexibility, visibility, and proactive strategy are now essential. Organizations that embrace consumption-based models, diversify supply where needed, and invest in data-driven decision making will be better equipped to manage volatility and capture emerging opportunities. At the same time, the increasing importance of governance, whether in AI adoption, professional services spend, or sustainability, reinforces procurement's role in driving accountability and long-term value.

As traditional sourcing approaches give way to more dynamic, integrated strategies, procurement's role continues to expand beyond cost management into a strategic function that shapes enterprise resilience and performance. By leveraging market intelligence, strengthening supplier partnerships, and embedding agility into sourcing decisions, organizations can remain competitive and well-positioned for the continued transformation ahead.



# ABOUT LOGICSOURCE

The innovative leader in procurement services and technology, LogicSource is purpose-built to drive profit improvement, mitigate risk, and ensure supply chain continuity through better buying. LogicSource focuses exclusively on the sourcing and procurement of indirect goods and services, which typically represent 20% of an organization's revenue and the area of greatest spending inefficiency.

These include complex categories like marketing, packaging, corporate services, facilities, information technology, distribution and logistics, and more, for which organizations often lack the capacity, focus, and scale to achieve best-in-class buying. Unlike traditional advice-based consultants, LogicSource is a purpose-built buying utility with assets that are configurable to their clients' needs and ready to deploy.

By combining decades of sourcing and procurement expertise, superior market intelligence, cross-portfolio spending leverage, and their OneMarket® Source-to-Pay technology, LogicSource executes customized solutions that deliver immediate savings and sustainable value. For more information, visit [logicsource.com](https://logicsource.com).

## ABOUT THE AUTHORS

This Sourcing Trends report was produced by the LogicSource Indirect Category Leaders and Center of Excellence, which leverages decades of expertise and data to help organizations navigate global trade trends and optimize their procurement strategies. With a dedicated team of 200+ indirect category experts and access to \$200B+ in indirect pricing data, LogicSource equips our clients with the insights and tools needed to make informed decisions, mitigate risk, and drive sustainable value.

For more information or to discover how LogicSource can help your organization achieve best-in-class buying, visit [logicsource.com](https://logicsource.com).

