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Vertice Launches AI Negotiation Agent Ana to Automate Software Procurement Savings

Autonomous agent uses real-time benchmarks, predictive modelling and procurement intelligence to negotiate software contracts at scale, helping teams cut costs, reduce risk and prevent overlooked renewals.

By **Ankit Kankar** | September 12, 2026



Picture Courtesy | Public Domain

Vertice, the AI procurement platform built for the modern enterprise, announced the launch of Ana, its AI negotiation agent for software purchases. Ana gives procurement teams the capacity required to run considered, data-backed negotiations across their entire tech stack, with reporting, predictive outcomes, auditability and reasoning.

Vertice data shows that 1 in 7 software contracts auto-renews without oversight. Specifically within tail spend, the picture is even worse: 3 in 4 contracts renew unreviewed, meaning vendor price uplifts, terms updates and changes in vendors' compliance go unchallenged.

Ana - the Autonomous Negotiation Agent - removes the capacity constraint preventing cost and risk oversight being applied throughout the entire stack. It runs unlimited numbers of custom negotiations simultaneously on customers' behalf, building scenario-specific strategies, selecting the most powerful levers and sequences for the situation, modelling the most likely outcomes at every step, drafting every interaction, and tracking every vendor exchange.

Vertice's agent operates either autonomously end to end, or as a copilot should teams prefer to review each round of negotiations. Customers can prioritize specific outcomes, such as price, payment terms or contract length; give Ana their vendor history for context; and set the negotiation tone. Exchanges are drafted in the customer's own voice, learned from previous email dialogue. From a short intake, a negotiation is running in minutes, with no lengthy implementation and no ceiling on contract value.

Ana's expertise is grounded in Vertice's proprietary procurement intelligence dataset - the largest of its kind, spanning 250,000+ negotiated contracts, \$75 billion+ in global indirect spend, and 2 million+ price points across 32,000+ SaaS vendors. No other negotiation agent has been trained on this depth of real-world indirect procurement experience.

The AI procurement agent has already performed over 4,000 live software negotiations, achieving an average 18% savings and cutting purchasing cycles by 15 days. Some example scenarios and outcomes:

- Ana saved 31.2% on a LinkedIn Sales Navigator renewal, completed in just 27 days.
- When a vendor pushed for a 20% increase in licence count at renewal, Ana used usage data to show the customer's consumption was actually falling. The renewal closed 11.8% below the previous year's spend.

- Ana used its knowledge of other vendors' pricing to introduce competitive tension at the ideal moment, challenging a vendor's offer and saving 21.3% on the final contract.
- Vertice's AI procurement agent automatically enforced a customer's data protection policies on a new software vendor, ensuring they provided subprocessor transparency and evidence of SOC 2 Type II certification.

Eldar Tuvey, Founder and CEO, Vertice, said:

"Most procurement teams only have the capacity to oversee a fraction of their software spend. The rest gets waved through. Ana changes the equation. She brings market evidence, probabilistic outcome modelling, and the pattern recognition of hundreds of thousands of expert negotiations to every contract. She knows what good looks like. She knows where there's room to move. And she knows how to get there - at a scale no headcount plan can match."

Accessible through Vertice's award-winning intelligent procurement platform, Ana provides:

- **Real-time benchmarking:** Every negotiation anchored against Vertice's dataset, including price benchmarks and peer comparisons.
- **Vendor-specific tactics:** Deep understanding of the most impactful negotiation levers for every vendor, including analysis of potential alternative providers and their likely offers to create competitive tension where suitable.
- **Outcome forecasting:** Monte Carlo simulations run across thousands of negotiation scenarios to map the best routes forward, with the forecast updated with every exchange.
- **Mid-negotiation steering:** Tone, requirements and terms adjustable at any point.
- **A full audit trail:** Complete strategy, rationale, and dialogue all recorded and searchable.

Read online: <https://worldbusinesswatch.com/news/13/12/vertice-launches-ai-negotiation-agent-ana-to-automate-software-procurement-savings.html>

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