OUTSELL PLAYBOOK

OUTSELL JOURNAL - DECISION WORKSHEET

Agentic purchasing: a procurement envelope for pay-per-use tools

QUESTION

How should enterprise teams let an AI agent buy data, APIs or tools per request without surrendering procurement authority?

GUIDE TAKEAWAY

Give an agent a small, task-specific purchasing envelope rather than a general budget. Separate the person who authorises the envelope from the identity that spends it, and reconcile every paid request to its output.

START HERE

Define one purchase task and prohibited uses.

YOUR SITUATION

Account or cohort

Decision to make

Starting state and exclusions

Evidence sources, dates, and limitations

Unknowns to validate

WORK THROUGH THE GUIDE

1. Define one purchase task and prohibited uses

Evidence or input

Output or decision

Owner and review point

2. Separate envelope, discovery and spending authority

Evidence or input

Output or decision

Owner and review point

3. Approve and version eligible sellers

Evidence or input

Output or decision

Owner and review point

4. Bind each quote and payment to evidence

Evidence or input

Output or decision

Owner and review point

5. Validate outputs and reconcile utility with cost

Evidence or input

Output or decision

Owner and review point

COMPARE THE OPTIONS

Existing enterprise contract

Useful when: Usage is predictable and strategic

Limitation: May carry unused commitment

Suggested action: Prefer for stable high-volume needs

Why this fits our situation

Evidence needed before acting

Human one-off purchase

Useful when: The need is rare or high consequence

Limitation: Slower and administratively heavy

Suggested action: Use for new sellers or unclear rights

Why this fits our situation

Evidence needed before acting

Bounded agent purchase

Useful when: Calls are low-cost and task-specific

Limitation: Microspend and quality can drift

Suggested action: Cap session, request and seller set

Why this fits our situation

Evidence needed before acting

Open autonomous purchasing

Useful when: The agent chooses any seller and budget

Limitation: Authority and rights become opaque

Suggested action: Do not use without mature controls

Why this fits our situation

Evidence needed before acting

COMMIT TO A BOUNDED NEXT STEP

Chosen action

Responsible owner

Required approval

Success measure and definition

Review date

Continue, revise, or stop criteria

Guide: https://outselll.com/blogs/agentic-purchasing-procurement-envelope/

Publisher and evidence policy: https://outselll.com/editorial-policy/