



How Honeywell is Running Autonomous Procurement at Enterprise Scale

Honeywell



With Pactum, you'll be able to accelerate deal cycles, align with real-time market data, reduce your administrative overhead, and expand your partnership and growth potential.

Matt Duffy

Vice President and Chief Procurement Officer, Honeywell

The Challenge

Honeywell, a Fortune 100 industrial company operating across Aerospace, Building Technologies, Performance Materials, and Safety Solutions, was sitting on an untapped opportunity hiding in plain sight: hundreds of supplier contracts that were too time-consuming to negotiate manually, yet too numerous to ignore.

With procurement teams stretched thin, standardising payment terms across a sprawling supplier base was slow, inconsistent, and resource-heavy. Each negotiation demanded time that teams simply didn't have. Savings were being left on the table, not because the opportunity wasn't there, but because the traditional approach couldn't move fast enough to capture it.

Honeywell needed a smarter way to negotiate, at scale, without adding headcount.

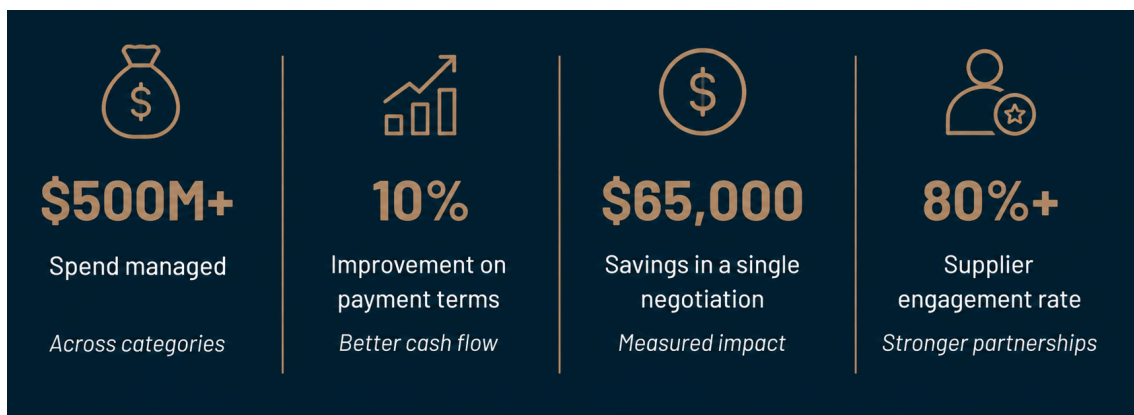
The Solution

What started as a pilot quickly became a strategic decision to run autonomous negotiations at enterprise scale. They deployed Pactum's AI-powered negotiation platform, starting with an indirect spend pilot. Pactum's AI agents took on supplier negotiations autonomously across payment standardization, flat rebates, tailored rebate ranges, individual item discount savings and much more, doing something that had never been possible before: actively managing spend that had always gone untouched.

What changed wasn't the size of Honeywell's procurement team. It was the impact they could have. Spend that had always gone untouched was now being actively negotiated, every supplier engaged, every opportunity captured, managed with the same care and rigour as the most strategic contracts in their portfolio, just autonomously, and at a scale no human team could replicate.

Pactum quickly became Honeywell's new standard for supplier negotiations, replacing slow, manual processes with something fast, transparent, and built to scale. From there, the scope grew. Honeywell expanded into new spend categories and drove AI-powered negotiation across their entire multi-product line.

The Results



Honeywell didn't wait to see if AI negotiation would work. They built it into how they operate, deploying nearly half a billion dollars in spend through Pactum AI and concluding more than 2,500 autonomous negotiations to date. In one negotiation alone, Pactum's AI delivered \$65,000 in savings with zero buyer involvement.

Now multiply that by 2,500 negotiations and counting: AI agents working continuously, never stopping or slowing down, capturing value at a scale no procurement team could ever match.

And the impact wasn't one-sided. 80% of suppliers contacted through Pactum actively engaged, drawn by something they had never had before: a direct channel to negotiate terms, share feedback, and feel like a valued partner rather than an overlooked vendor.

The vision is simple: a procurement function where no opportunity goes unmissed, no supplier goes unengaged, and no value is left on the table. For Honeywell, that vision is built on Pactum's AI agents and their procurement teams working together, combining human expertise with autonomous AI to cover every category, every supplier, and every opportunity

Companies that adopt Pactum AI demonstrate the forward-thinking mindset that aligns with Honeywell's vision for the future.

Matt Duffy, Vice President and Chief Procurement Officer, Honeywell

Transform Every Supplier Negotiation

See how Pactum's AI Agents help procurement teams negotiate with every supplier, reduce cycle times, and capture savings at enterprise scale.

[Book a demo](#)