

Kieran C. Dunn



Procurement and Enterprise AI operator. Direct materials and contract manufacturing inside a nine-figure portfolio.

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I am a working operator, not a consultant describing operators. I still carry a category, so the examples are current. I would rather be specific and wrong on air than vague and safe.

THE TALK: THE THREE PLACES FRICTION HIDES

- 01 **Retrieval**
Finding numbers, not deciding.
- 02 **The wait**
Finished work waiting on approval.
- 03 **The re-argument**
Decisions remade from scratch.

TOPICS I CAN CARRY A FULL EPISODE ON

- 1. **The 2026 trade reset, and what a buyer does about it**
Three regimes in 2026. Most cost models are still built on the first.
Sources: Supreme Court, Feb 2026. Federal Register, Feb and Jul 2026.
- 2. **What reshoring actually costs**
A data problem, not a logistics problem.
- 3. **Why AI keeps stalling in procurement**
Agents fail on weak data, not reasoning.
- 4. **The cost model nobody updates**
Should-cost, consignment, and where cost goes wrong.
- 5. **Operator to orchestrator**
Heroics give way to systems.

QUESTIONS A HOST CAN LIFT VERBATIM

- Your team says it needs more people. How do you know whether that is true?
- A supplier cites capacity pressure and asks for a price increase. How do you test the claim?
- What is the most expensive hour in a procurement department, and who is spending it?
- Everyone wants agents in procurement. What has to be true before that is even a sensible question?
- What is the difference between friction worth removing and friction that is load-bearing?

BIO, 25 WORDS

Kieran C. Dunn is a procurement and enterprise AI operator who manages a nine-figure direct-materials and contract-manufacturing portfolio and builds the agentic systems around it.

BIO, 75 WORDS

Kieran C. Dunn has spent over a decade in manufacturing procurement inside a \$2B NYSE-listed global manufacturer, carrying a nine-figure direct-materials and contract-manufacturing portfolio. He moved from operations management through commodity roles to global procurement manager, leading supplier strategy across electromechanical direct-material categories. He designs approval-gated agentic systems over procurement data, which he calls operator to orchestrator. He holds an MBA from the University of Connecticut and a BS from Villanova University.

FORMATS

Keynote or conference talk	30 to 45 min, stage or virtual
Podcast guest	45 to 60 min, remote
Panel discussion	30 to 60 min, will hold a position
Industry moderator	45 to 90 min, pre-briefs included
In-house workshop	Half day, on site or remote

PRACTICALITIES

Time zone	US Eastern, flexible for EU mornings
Lead time	Two weeks preferred, less if the news warrants it
Prep	I send current figures and sources ahead of the recording
What I will not do	Name my employer, my suppliers, or anyone's commercial terms