Eight questions to ask your ERP vendor about AI

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IN BRIEF

For: CEOs, CFOs and COOs choosing an ERP with AI built in, or already running one

- The label “AI-native” matters less than three tests: the AI runs inside the workflow on live records, it can act with a person approving, and the data work still pays off if the AI is switched off.
- Eight questions turn those tests into answers you can compare between vendors, and against the ERP you run today.
- Whether you can leave with your ledger, your history and the AI steps is part of the answer.

FIGURE 1. THE THREE TESTS, AND HOW TO READ THE ANSWER

	A weak answer	A good answer
Inside the workflow on live records	It works on a copy exported beside the system	The AI works on the same records your people use
Can it act, and who approves	It acts with no named approver, or nobody can say who approves	It can act, and a named person approves each decision
The data work if the AI is switched off	The data work only makes sense if the AI stays	Agreed definitions and a named owner for each field are useful either way

WHAT TO DO THIS QUARTER

1. **Ask all eight in writing.** Compare the answers side by side, vendor against vendor and against what you run now.
2. **Run the three tests first.** Live records, a person approving, and data work that pays off with the AI switched off.
3. **Check the trail.** Look at where an AI draft sits, who sees it, and what the log records.
4. **Confirm the way out.** Ask what you can take with you: the ledger, the history and the AI steps.

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