

PRESS RELEASE

ProEnergy Supply Files Patent for the First Agentic Commerce Intelligence Layer for B2B Wholesale Distribution

49-claim patent introduces “Immovable Values” architecture and IVAN procurement agent - 16 structurally protected data constructs and a buyer-side AI tool that ensure \$2.1 trillion in wholesale distributor commerce remains visible to AI procurement agents. Foley & Lardner LLP retained as patent counsel.

WHITEFISH, MT — April 3, 2026. ProEnergy Supply LLC (“PES”) today announced the filing of a 49-claim provisional patent covering the first intelligence layer architecture purpose-built for agentic commerce in B2B wholesale distribution. The patent, supported by 23 technical figures and 16 formally defined data constructs called “Immovable Values,” protects the architectural position that determines whether \$2.1 trillion in annual wholesale distributor commerce is visible to AI procurement agents or bypassed entirely.

PES simultaneously announced IVAN (Intelligent Virtual Agent Network), its buyer-side AI procurement agent that drives contractor adoption and transaction volume through the patented architecture. IVAN is PES-branded, multi-distributor, and connects contractors to all their distributor relationships through a single interface. Foley & Lardner LLP, ranked among the top 3 intellectual property law firms in the United States, has been retained as patent counsel.

The filing comes as Gartner projects 90% of B2B purchases will be intermediated by AI agents by 2028, pushing \$15 trillion through automated exchanges. IDC FutureScape 2026 warns that seat-based software pricing will be obsolete by 2028, forcing 70% of vendors to refactor. McKinsey estimates agentic commerce will generate \$3-5 trillion in orchestrated global revenue by 2030.

“Every wholesale distributor has built its business on the same foundation - negotiated pricing, credit terms, local inventory, delivery capabilities, and relationships earned over decades,” said Brian C. Boguess, Chief Strategy Officer and co-inventor. *“When AI procurement agents arrive at scale, they will optimize on whatever data they can see. If a distributor’s SPA pricing, rebate tiers, and branch inventory are not exposed in machine-readable format, that distributor does not exist in the agent’s decision space. Our patent protects the architecture that makes these Immovable Values visible while preserving the relationships that created them. IVAN puts that architecture in every contractor’s hands.”*

The Problem: AI Agents Cannot See What Makes Distribution Valuable

Autonomous AI procurement agents optimize on available data: public catalogs, open pricing, commodity specifications. The operational and commercial data that differentiates distributors lives in ERP systems, SPA agreements, buying group contracts, and branch operations that AI agents cannot reach. Research confirms the urgency:

- **Channel leakage is accelerating:** Traditional electrical distribution captures only 56% of total material spend. 58% of buyers purchase outside traditional distributor relationships (Channel Marketing Group / BigCommerce, June 2025).
- **Legacy portals are failing:** 74% of B2B buyers rely on real-time inventory, yet legacy portals display cached data. Only 33% allow one-click reorder (OroCommerce, 2025 B2B Buyer Perspectives).
- **The adoption gap is massive:** Only 31% of B2B organizations qualify as AI “achievers.” Over 40% remain spectators with little or no AI deployment (Lucidworks, 2025).
- **ERP economics are shifting:** Epicor, the dominant distribution ERP with 21,000+ customers and 41% of the top 50 distributors, generates ~\$1.25B from per-seat subscriptions. An estimated \$200 billion+ in commerce flows through its ERPs annually — and Epicor earns zero on the transaction (IndustryWeek, top10erp.org).

Without an intelligence layer that surfaces distributor data in a structured, permissioned format, wholesale distribution risks being reduced to a commodity logistics function.

The PES Solution: Commerce Infrastructure for the Agentic Economy

The PES patent defines a *closed-loop* Agentic Commerce Proxy Layer that sits inside the transaction flow between AI procurement agents and distributor ERP systems. The system intercepts, validates, and attributes every AI-routed procurement event without handling payment. The distributor is always the merchant of record. PES earns a transaction fee and the distributor is invoiced after ERP confirmation.

Patent Highlights

- **49 claims** across 7 categories: Intelligence Layer, Geofenced Routing, Demand Intelligence, VMI Bridge, System Architecture, Constraint Enforcement, and Extended Technical (PTSID), commerce endpoints, MCP tool-gating, anti-bypass).
- **Protocol compatibility** with Google's Universal Commerce Protocol (UCP), OpenAI's Agent Commerce Protocol (ACP), and Anthropic's Model Context Protocol (MCP) - the three dominant agentic commerce standards.
- **6-Factor Scoring Engine:** PriceScore, InventoryScore, DeliveryScore, RelationshipScore, DemandScore, VolumeScore. 3-tier configurable weight hierarchy. Millisecond composite scoring determines which distributor wins each AI-routed transaction.
- **5-method transaction validation:** PTSID session tracking, checkout proxy architecture, ERP webhook confirmation, order fingerprinting (anti-bypass), and cryptographic attestation.
- **16 Immovable Values:** Formally defined ERP-resident data constructs including SPAs, credit terms, branch inventory, delivery commitments, rebate structures, geofenced territories, manufacturer authorizations, and rep relationships - the core commercial assets of distribution that cannot be replicated by open-internet data aggregation.
- **IVAN (Intelligent Virtual Agent Network):** PES's buyer-side AI procurement agent. PES-branded, multi-distributor, web-based or download the app. Contractors connect all distributor relationships through one interface. 6-Factor Scoring picks the winning distributor per order. 30-day free trial, just \$25/year. Three use cases: contractor retention, new customer acquisition by autonomous agents, and distributor market intelligence.
- **Cross-vertical scope:** \$2.1 trillion+ in addressable commerce across electrical, HVAC, plumbing, solar, automotive aftermarket, building materials, industrial MRO, food service, and janitorial/sanitation distribution. Patent claims are architecturally vertical-agnostic.

Benefits for the Wholesale Distribution Ecosystem

- **National distributors:** Protect billions invested in branch networks, supplier programs, and service capabilities by ensuring AI agents evaluate these assets rather than bypassing them.
- **Regional and independent distributors:** Collective access to agentic commerce infrastructure that would be cost-prohibitive to build individually. Wesco is spending \$500M on digital transformation. PES delivers equivalent AI visibility at 2.5% per transaction.
- **Buying groups and cooperatives:** Preserve group-negotiated SPAs, volume rebates, and supplier agreements by making them visible and enforceable within AI procurement workflows. PES strengthens the rebate model by ensuring agent-routed transactions flow through member channels.

- **ERP providers:** PES converts static ERP data into dynamic transaction revenue. Under PES's partnership framework, ERP providers can earn a percentage of PES gross on transactions flowing through their connected distributors. This is a new revenue stream from data they already host but cannot currently monetize.
- **Contractors and end customers:** More accurate procurement outcomes through IVAN not just price, but local availability, credit terms, delivery speed, relationship history, and technical support surfaced through one interface.

"Wholesale distribution has always been about more than moving product. It is credit relationships, local inventory, negotiated pricing, and the trust that contractors depend on every day," said Christian Siebens, CEO of ProEnergy Supply. "As AI agents begin making purchasing decisions at scale, the question is not whether distribution will be disrupted, it is whether the industry's most valuable assets will even be visible to those procurement agents. Right now, they are not. PES and IVAN exist to solve that problem for the entire ecosystem: nationals, regionals, independents, and the buying groups that unite them."

Traction and Strategic Partnerships

PES has signed letters of intent with multiple national and regional wholesale distributors. The company holds an exclusive platform partnership with OpenSolar, which serves 28,000+ solar and electrical professionals across 160 countries. Google invested \$20 million in OpenSolar in October 2025.

PES is advised by AeroAutomation.ai, who brings \$15 billion+ in M&A, SPAC, and venture transaction experience across SaaS, semiconductors, aerospace, frontier technology, and fintech.

Three static product demonstrations are available at www.proenergysupply.com: 1) Intelligence Layer Comparison, 2) IVAN AI Procurement Agent, and 3) a Distributor Command Center.

Strategic Partnerships & Investment

PES is seeking \$12-\$15 million in seed funding from family offices and thesis-aligned venture capital firms. The company is also seeking strategic partnerships with ERP providers, buying groups, and national distribution enterprises to accelerate deployment across the wholesale distribution landscape. PES's three revenue streams 1) transaction fees, 2) distributor intelligence subscriptions, and 3) IVAN contractor subscriptions compound as the network grows.

About ProEnergy Supply LLC

ProEnergy Supply LLC is building the B2B agentic commerce infrastructure that determines whether a \$2.1 trillion wholesale distribution industry participates in the \$15 trillion agentic economy or gets bypassed. Founded by industry veterans with 46+ years of combined leadership in distribution, supply chain, solar manufacturing, and enterprise technology, PES has developed the patent-protected AI intelligence layer that connects wholesale distributors to the emerging AI procurement ecosystem ensuring the relationships, agreements, and capabilities that define wholesale distribution are preserved and valued in an autonomous commerce future.

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