

ARKESTRO ACROSS THE INDUSTRIES

PREDICTIVE PROCUREMENT USE CASES



VOL.02



arkestro

Game Changing Procurement

What Exactly is a Use Case?

A use case is a real-world example that illustrates how a customer or organization uses a product or platform to solve a specific challenge, improve operations, or achieve measurable outcomes.

It goes beyond features and functionality to show practical value—how our solution performs in the hands of real users across different industries.

What You'll Find Inside

In this document, you'll find a collection of curated use cases highlighting how companies across various verticals—such as oil & gas, manufacturing, engineering, chemicals, and retail—are leveraging our platform to:

- Streamline complex spend and manual processes
- Reduce costs and improve ROI using our Patented 3 Sciences
- Increase efficiency and productivity, allowing teams to focus on what really matters
- Gain insights for better data-visibility and decision-making
- Drive strategic transformation across procurement, sourcing, and operations

Each use case includes a summary of the customer's challenge, the solution implemented, and the results achieved. Whether you're evaluating our platform or looking for potential solutions, these stories show the tangible impact our technology delivers across different sectors.

How This Helps

Use this document to explore real-world success stories, uncover potential applications, and see how organizations across various industries have tackled challenges using our platform.



OIL & GAS



AUTOMOTIVE



ENGINEERING



MANUFACTURING



CHEMICALS



MINING



RETAIL

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This booklet is the second installment in a series of use cases covering how Arkestro Predictive Procurement is being used across the industries. Each installment will dive into various categories and share new insightful stories of how organizations like yours have overcome similar procurement, sourcing, and supply chain challenges.

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USE CASE

Mining Company Captures 9.5% Savings on Urgent Carbon Pipe Purchase



CHALLENGE

Rising market prices and limited stock created urgent pressure for a raw materials producer in need of carbon pipes and fittings. With no time for lengthy negotiations, the company risked overspending and supply delays.

SOLUTION

With Arkestro's Predictive Procurement Platform, the company launched a rapid spot buy and invited four suppliers to participate. With real-time intelligence and faster event creation, the team was able to engage the market immediately and negotiate from a stronger position.

RESULTS

The company secured \$162k in recognized savings (9.5%) across five line items while ensuring competitive pricing despite rising costs. The team completed the cycle in just two days, achieving full supplier participation and proving that even urgent, unplanned buys can deliver measurable value.



Rapid Spot Buy

Launched and completed a competitive event in two days, avoiding delays and market risk.



Competitive Supplier Engagement

Achieved 100% participation from invited suppliers, driving stronger negotiations and competition at the line item level.



Measured Savings

Generated \$162k in recognized savings (9.5%) on essential carbon pipe and fitting purchases.

USE CASE

How Predictive Procurement Helped a Manufacturing Company Save 35% on IT Hardware Costs



CHALLENGE

With IT hardware contracts about to expire, the company had a short window to negotiate new agreements. Rather than let the timeline become a setback, the client used it as an opportunity to negotiate for better pricing. But a limited timeframe meant they needed a competitive solution fast.

SOLUTION

The company leveraged Arkestro's Predictive Procurement technology to launch a competitive event with multiple rounds of bidding that ran autonomously over the holidays. This data-driven strategy encouraged suppliers to compete with improved offers and produced stronger pricing outcomes and measurable savings.

RESULTS

Despite a tight timeframe, this customer completed a competitive event on Arkestro's Predictive Procurement Platform in just 10 days, even over the holidays. All suppliers lowered their quotes round over round, including the incumbent, leading to \$105K in recognized savings—a 35% reduction in IT hardware costs.



Rapid Event Execution

Completed a competitive, multi-round event in just 10 days, right in the middle of the holidays.



Supplier Competition

All suppliers lowered prices round over round, including the incumbent.



Measured Savings

\$105k in recognized savings (35% cost reduction), delivering rapid bottom line impact.

USE CASE

Building Materials Manufacturer Collaborates with Engineering Design Firm to Open a New Plant

CHALLENGE

When planning the launch of a new plant, a building materials manufacturer faced complex capital expenditure requirements across multiple categories.

Supplier participation was uncertain, and internal teams lacked the bandwidth to run events quickly enough to stay on schedule.

SOLUTION

The company used Arkestro's Predictive Procurement Platform to collaborate directly with its engineering design firm, adding their team members into the system to co-manage events.

This structure allowed the firm to answer supplier questions in real time, speed up cycle times, and bring in a broader pool of suppliers than expected.

RESULTS

The manufacturer ran 11 competitive events covering approximately \$8 million in spend, with 30 suppliers participating. Events were completed faster than ever, delivering strong supplier engagement and supporting the successful launch of the new plant. Following these wins, they made Arkestro the platform of choice for current and future capital projects.



Collaborative Event Management

Enabled engineering design firm partners to join directly in Arkestro, answering supplier questions and driving faster cycles.



Expanded Supplier Participation

Achieved strong engagement, with 30 suppliers participating across 11 events.



Accelerated Plant Launch

Addressed \$8 million in spend efficiently, ensuring procurement supported critical timelines for the new facility.

USE CASE

How Predictive Insights Helped a Global Engineering Company Save 32% on Stainless Steel

CHALLENGE

A global engineering company had traditionally taken a project-by-project approach to negotiating procurement spend for stainless steel. This strategy lacked the leverage and efficiency of long-term, bundled agreements, leading to higher costs, missed savings, additional manual effort, and increased organizational risk.

SOLUTION

The company moved from a reactive strategy to a more proactive strategy, consolidating annual spend into a single Arkestro event. With Arkestro's predictive insights and automated process, they created competition across suppliers and negotiated at scale.

This approach leveraged volume for stronger pricing, secured upfront supplier commitments, and delivered faster, more reliable outcomes.

RESULTS

Suppliers submitted competitive quotes, with the lowest offering 35% savings. The company ultimately chose to remain with its incumbent supplier, successfully renegotiating rates at a 32% reduction from historical pricing. This both secured substantial savings and preserved a trusted supplier relationship.



Shift to Proactive Spend Management

Moved from reactive spot buys to an annual, consolidated strategy.



Competitive Supplier Engagement

Strong offers from multiple suppliers drove competitive pricing and revealed alternate sources to reduce future supply chain risk.



Sustained Supplier Relationship

Negotiated 32% savings while maintaining a trusted incumbent partner.

USE CASE

How an Oil and Gas Company Saved Millions Through Stronger Supplier Engagement

CHALLENGE

An oil and gas company needed to reduce spending on line pipe purchases. But they struggled to drive steady supplier engagement and competition across a complex, multi-round event. Without stronger participation, they risked leaving millions in savings unrealized.

SOLUTION

The company used Arkestro's Predictive Procurement Platform to run a multi-round event that covered all line items and brought more suppliers into the process.

Each round created stronger competition, giving the team clear visibility into market pricing and helping them secure better offers.

RESULTS

The event identified \$8.2 million in potential savings and delivered \$6.27 million in recognized savings, which was 36% below historical pricing. With 12 suppliers active across all three rounds, the company achieved complete coverage and stronger pricing outcomes than ever before.



Broad Supplier Engagement

12 suppliers actively participated across all rounds.

Significant Savings

Recognized \$8.2M in savings, where customer selected suppliers that generated \$6.27M in bottom line impact (36% below historical pricing).



“Arkestro’s Professional Services and Supplier Consulting teams were absolutely critical to the success of this event.”

USE CASE

Retail Organization Strengthens Supplier Relationships Through Arkestro Enablement

CHALLENGE

A retail organization needed suppliers—especially large, strategic partners—to adopt a new procurement platform smoothly. Previous systems had caused friction and failed events, making supplier trust and participation a challenge.

SOLUTION

Arkestro's Supplier Consulting team simplified onboarding by sharing enablement materials and guiding communication, making it easy for suppliers to participate. That guidance, along with the platform's intuitive design, ensured quotes were submitted accurately and on time, even for large-scale RFPs.

RESULTS

Suppliers reported a seamless experience and stronger confidence in working with the retailer through Arkestro. By eliminating complexity and system breakdowns, Arkestro improved supplier adoption and set the foundation for more successful, scalable events.



"I wish every single one of the bids we participated in was run on your platform."



Scalable RFP Success

Unlike other systems that break down under complexity, Arkestro enabled a large RFP to run smoothly from start to finish.



Supplier Adoption

Suppliers found Arkestro simple and intuitive, making it easy to submit accurate quotes without delays.



"I can't tell you how many times we have used procurement platforms for other customers' events and the bid just completely fell apart because their system simply didn't work well. This was the first time we have been able to participate in an RFP this size on a system like this and have no complications"



"Other platforms we have used tend to overly complicate things, but Arkestro made it very easy to upload quotes and complete a submission"

USE CASE

Competitive Insights Drive Supplier Engagement and \$2.5M in Recognized Savings for an Auto Parts Manufacturer



CHALLENGE

An auto parts manufacturer wanted to reduce tape sourcing costs but was limited by best and final pricing. This process often left savings on the table and provided little opportunity for suppliers to refine their bids competitively.

SOLUTION

The manufacturer used Arkestro's Predictive Procurement Platform to run a three-round event with four suppliers. Covering all 15 line items, the process encouraged suppliers to improve their quotes round after round. With predictive insights guiding the event, they created more competition than ever before.

RESULTS

All four suppliers lowered their quotes through each round, delivering 60.52% recognized savings (\$2.5M). With Predictive Procurement steering the process, the company achieved full line coverage, strong supplier engagement, and significant cost savings that directly impacted the bottom line.

All of this was achieved with far less manual effort than the team's previous processes and tools required.



Stronger Supplier Participation

All four suppliers improved pricing each round through Arkestro's autonomous negotiation engine, and embedded human behavioral science with rank transparency and feedback.



Significant Savings

\$2.5M recognized savings (60%+) reduction in annual spend.

USE CASE

Auto Parts Manufacturer Saves 35% on Inductors



CHALLENGE

An auto parts manufacturer wanted to cut costs on inductors but was limited by best and final pricing. This approach neither incentivized suppliers to sharpen their quotes beyond the first round, nor left room to weigh non-price factors in the decision-making process.

SOLUTION

Using Arkestro's Predictive Procurement Platform, the company launched a multi-round event covering all 10 line items. The structure encouraged suppliers to refine their pricing, with even the lowest-quote supplier in round one submitting a more competitive bid in the second round.

Arkestro also allowed the company to factor in decision-making criteria beyond price, ensuring data-driven choices for each line item.

RESULTS

The event delivered 35% recognized savings. With 100% line-item coverage and active supplier engagement, the manufacturer achieved stronger outcomes and set a new standard for how inductors and other components could be sourced competitively.



Multi-Round Event

Encouraged suppliers to improve pricing beyond best and final offers.



Supplier Competition

Even the initial lowest-quote supplier lowered pricing further in the next round.



Measured Savings

Recognized 4.9M (35%) in savings across all 10 line items.

USE CASE

Automotive Company Secures \$1.4M in Recognized Savings Across MRO and A & B Parts



CHALLENGE

An automotive company needed to capture savings across MRO and parts categories while also strengthening supply chain resilience in a challenging market.

For B parts especially, stakeholders often pre-selected a preferred supplier, leaving little room to negotiate competitively. The procurement team also faced heavy administrative workloads and compliance risks when negotiating terms with suppliers.

SOLUTION

With Arkestro's Predictive Procurement Platform, the team engaged suppliers earlier and ran competitive events across multiple categories. For B parts, early wins helped the procurement team prove they could secure the preferred supplier quickly while still driving savings. This credibility allowed them to negotiate competitively—even when a supplier was already favored—creating new pricing opportunities and greater optionality.

At the same time, Arkestro improved the efficiency of terms and conditions approvals, reducing administrative burden and strengthening compliance.

RESULTS

The company achieved \$1.4 million in recognized savings, including \$300,000 from B parts quotes. The team also saved hours of work while achieving a 91% supplier approval rate on terms and conditions that both strengthened compliance and improved supplier relationships.

By moving faster and driving stronger engagement, the company reinforced supply chain stability while driving savings.



Time & Compliance Gains

Hundreds of hours saved with a 91% approval rate on supplier terms and conditions.



Measured Impact

\$1.4M in recognized savings across MRO, A parts, and B parts categories.

USE CASE

Chemical Manufacturer Drives Savings in Single-Sourced Arkestro Events



CHALLENGE

A chemical manufacturer struggled to secure competitive pricing for single-sourced specialty chemicals. With limited supplier options, the team had little leverage to drive cost reductions or validate whether prices reflected fair market value.

SOLUTION

The company used Arkestro's Predictive Procurement Platform, combining AI-enhanced negotiations with game theory to create the perception of competition, even in single-sourced scenarios. This prompted incumbents to put forward their best offers, yielding savings and giving the company confidence they were paying market-competitive rates.

RESULTS

The initiative delivered an average of 7% cost savings on single-sourced items. Additionally, Arkestro gave the manufacturer confidence and transparency, proving that even single-sourced categories can be competitive.



Competitive Opportunity in Single Source

Applied game theory to encourage incumbents to improve pricing.



Validated Market Pricing

Confirmed rates were competitive, even with limited supplier options.



Measured Savings

Achieved an average 7% reduction across single-sourced events.

USE CASE

Chemical Manufacturer Achieved 18% in Recognized Savings in Just 7 Days



CHALLENGE

A chemical manufacturer relied on Excel and email to negotiate raw material purchases, creating manual work and slowing down the process. With quarterly demand at stake, the company needed a faster, more efficient way to secure competitive pricing and stronger supplier terms.

SOLUTION

The company used Arkestro to replace manual workflows with a multi-round competitive negotiation. Over seven business days, 11 supplier organizations participated, creating a more competitive event that delivered stronger offers and better commercial terms.

By moving negotiations into Arkestro's platform, their team was able to engage the market more often, copy past events and go to market in minutes, and consistently secure competitive prices.

RESULTS

The manufacturer achieved \$273,000 in recognized savings —18% on quarterly demand—while completing the event faster than ever. Arkestro delivered measurable savings and helped strengthen transparency and collaboration with strategic suppliers.



Faster Negotiations

Cycle time reduced to just seven business days.



Measured Savings

\$273k in recognized savings, equal to 18% on quarterly demand.



Strategic Supplier Relationships

Enabled more frequent market engagement and greater transparency with suppliers.

Ready to See What's Possible?

You've seen how organizations across industries are transforming their operations with our platform—cutting costs, accelerating decisions, and unlocking new efficiencies. Now it's your turn.

Whether you're exploring what's next for your procurement strategy or simply curious how our predictive technology might fit into your workflow, we're here to help.

Let's talk:

Want a personalized walkthrough?

Schedule a live demo with our team to see the platform in action, ask questions, and explore specific use cases that matter to you.

Have a challenge in mind?

Let's explore how our solution can be configured to fit your organization's unique goals.

Looking for measurable impact?

Contact us to hear how we can help you shorten cycle times, expand spend coverage, and deliver significant savings.

Get the Info That Matters to You

For procurement leaders:

[CFO eBook: Connect Predictive Procurement to the Bottom-Line](#)

For IT or technical teams:

[Arkestro Integrations Overview](#)

Arkestro Solutions:

[Arkestro's Three Patented Sciences of Predictive Procurement](#)



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— Procurement Event Owner

“Other platforms we have used like to overly complicate things, but Arkestro made it very easy to upload quotes and complete a submission”

— Enterprise (Oil & Gas) Procurement Team

“I can’t tell you how many times we have used procurement platforms for other customers’ events and the bid just completely fell apart because their system simply didn’t work well.

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— Enterprise (Oil & Gas) Procurement Team





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Game Changing Procurement

About Arkestro

Arkestro's Predictive Procurement Platform accelerates enterprise spend transformation to unlock trapped savings and reduce risk, enabling teams to influence significantly more spend. By combining AI and game theory with Arkestro's patented three science technology, Negotiation Science, Supplier Science, and Process Science, procurement teams can improve win rates while strengthening supply chain agility.

Trusted by Fortune 500 companies across industries, Arkestro shifts traditional procurement to become a proactive, results-driven function—eliminating inefficiencies, optimizing negotiations, and enhancing supplier collaboration.