

CASE STUDY

# Procuring Success: HOW PROVISUR TECHNOLOGIES SLICED SPEND BY 20% WITH ARKESTRO

## About Provisur Technologies

Provisur Technologies is a leader in the manufacturing of industrial food processing equipment, with more than 50 years of experience and 350 global patents. The company works with some of the world's most respected brands, including Weiler®, Formax®, and Hoegger®, to create innovative solutions for automated food processing. Their unique designs help customers achieve higher performance for numerous industrial food processing needs, such as defrosting, tenderizing, frying, slicing, freezing, and more.

The company has a global procurement team of 15 individuals with an annual spend of ~\$200 million. While the company is headquartered in Chicago, they have a global presence with French and Swiss manufacturing facilities.


When Dirk Meuzelaar was hired as the new Director of Global Strategic Sourcing at Provisur, he quickly turned to Arkestro to help increase efficiency, cut costs and create more flexible global procurement processes.

## The Challenges


As a prominent player in the OEM space, Provisur has close and long-standing partner supplier relationships and views supplier performance as more important than savings. However, when it came time to add new suppliers to their supply base, the process was quite tedious. As an OEM equipment manufacturer, quotes are often complex and involve multiple components.

The company sought software that offered high usability and excellent customer service, capable of delivering a quick financial impact. They turned to Arkestro for support.


## INDUSTRY:

 Food processing equipment manufacturing




## HEADQUARTERS:

 Chicago, IL

## WEBSITE:

 [provisur.com/en/](http://provisur.com/en/)

## OBJECTIVES:

-  Improve procurement's time-to-value
-  Deliver measurable financial outcomes to the business
-  Show results to leadership in a short timeframe

## RESULTS:

-  Savings in less than **60 days**
-  Campaign savings between **11.0% - 37.6%**
-  Opportunities for partners and suppliers to **grow the business**

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~ DIRK MEUZELAAR,

DIRECTOR OF GLOBAL STRATEGIC SOURCING FOR PROVISUR TECHNOLOGIES

## Implementation

Dirk heard about potential new technologies that could help streamline procurement processes shortly after he was brought on board at Provisur. Since an Arkestro agreement was already in place before he was hired, he wasted no time getting the ball rolling.

Despite his enthusiasm, he was met with initial resistance from buyers who thought another procurement tool just meant more work. Procurement team members were skeptical and hesitant and didn't want to have to upload design sketches from one program to another. Dirk also felt pressure to show measurable financial outcomes to leadership in a short timeframe.

## The Outcomes

Fortunately, the procurement team's skepticism about Arkestro was short-lived. Provisur quickly achieved \$350,000 in savings in just four campaigns, ran \$2.6 million in spend through the platform, and onboarded new suppliers with ease. With Predictive Procurement, they saved 20% on average per event. The company saw value in both Direct (machine parts) and Indirect (corrugated & glue) spend.

Arkestro's hands-on support in the change management process made all the difference during the transition period, and now Dirk's team can't imagine life without it. "After a couple of times, the process is extremely intuitive," Dirk said. "And once you see the savings, it becomes addictive."

Dirk was amazed at how the Arkestro support team became fully embedded in their organization. "The human element of Arkestro is really unbelievable," he said. "All of the service hours, trainings, quality reviews — I have never experienced that kind of human support with any other software."

## Looking Toward the Future

Thanks to Arkestro, Provisur has formalized its procurement processes, streamlined supplier onboarding, increased cost savings and efficiency, and even helped its suppliers grow.

They've also used the platform to drive some healthy internal competition across multiple locations and spark innovation among the team's buyers. Former skeptics

have become enthusiastic believers, and the company is excited to continue their positive relationship with the Arkestro team and leverage the platform for growth opportunities in the future.

"I've tried a lot of procurement solutions, and Arkestro really nailed it on the head with this one," Dirk said. "I want them to keep doing what they're doing."

## About Arkestro

Founded in 2017, Arkestro's Predictive Procurement Orchestration (PPO), taps into the power of behavioral science, game theory and machine learning to help companies quickly make their best buying decisions faster across all addressable spend. Top enterprises leverage Arkestro to confidently optimize their procurement cycles with direct actions and clear recommendations, managing spend at scale without increasing headcount. See Arkestro in action at [arkestro.com](https://www.arkestro.com).

## Additional Event Savings

Machined Parts **29.8%**

Machined Parts **18.4%**

Machined Parts **29.0%**

Machined Parts **11.0%**

Glue **22.5%**

Corrugated **24.3%**

Corrugated **37.6%**

Corrugated **14.4%**

Plastics **24.5%**



Ready to see how real-time recommendations can amplify your procurement team's impact? **Let's talk.**

[www.arkestro.com](https://www.arkestro.com) | [hello@arkestro.com](mailto:hello@arkestro.com)