

SPECIAL EDITION USE CASES

Arkestro across the industries

Predictive Procurement across EMEA

What exactly is a use case?

A use case is a real-world example that illustrates how a customer or organisation 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 users across different industries.

Hope this helps

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

What you'll find inside

In this document, you'll find a collection of curated use cases highlighting how companies across various industries are leveraging the Arkestro platform to:

- Streamline complex spend and manual processes
- Reduce costs and improve ROI using our patented Three 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.

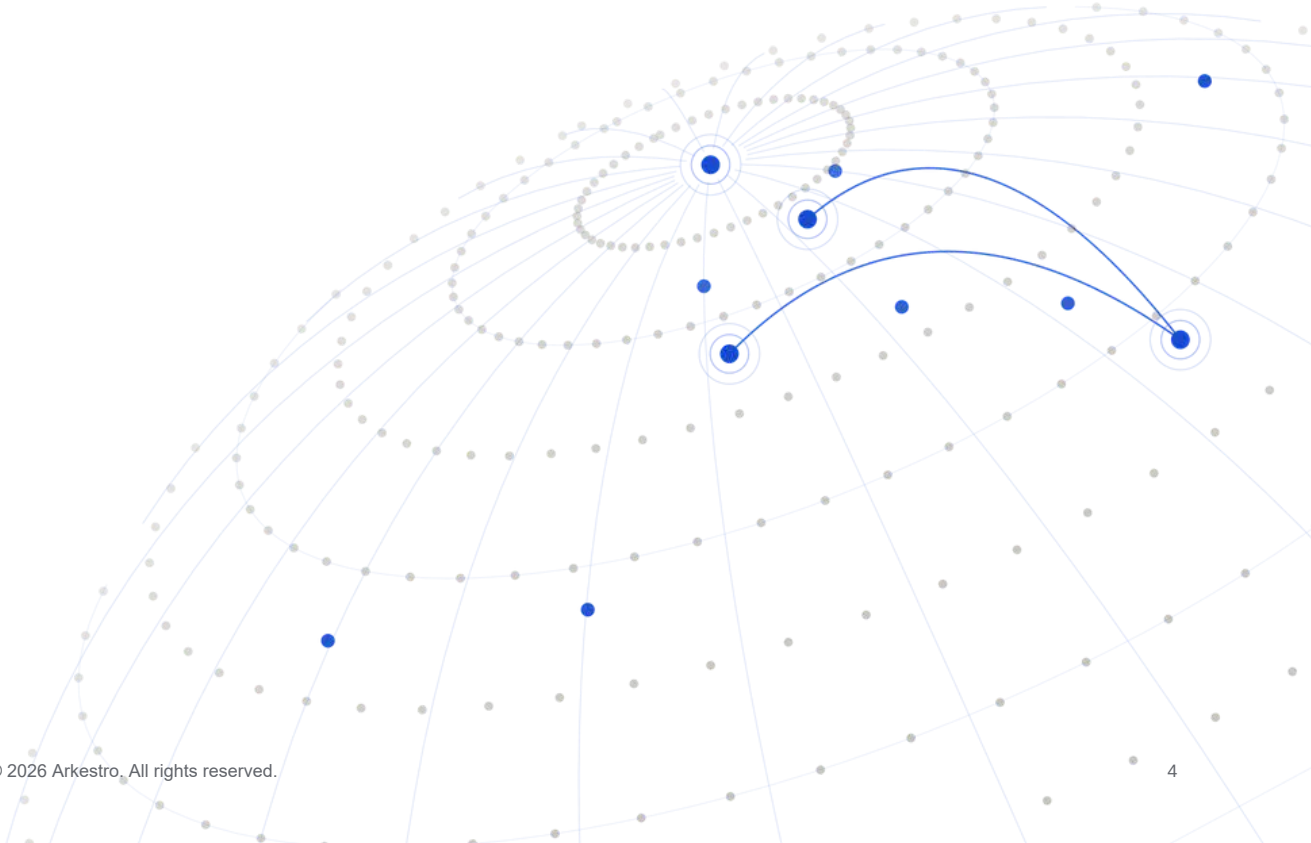


Contents

This booklet highlights how enterprises across industries are using Arkestro’s predictive procurement platform to address procurement, sourcing, and supply chain challenges.

Each installment explores different categories and shares examples of how teams use the platform to uncover value, move faster, and solve challenges similar to those your organisation may be facing.

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Building materials manufacturer identifies 31% savings in a fragmented supplier market

● Challenge

A building and construction materials manufacturer was managing bulk material transport across a highly fragmented Nordic supplier market. Many suppliers were small, regional operators without standardised quoting processes, making the category difficult to run competitively and consistently.

● Solution

The Arkestro platform gave every supplier the same structured way to participate, regardless of size or sophistication. That made it easier to bring more regional suppliers into the process, broaden competition, and create more supplier optionality to help mitigate supply chain risk.

● Results

The event identified savings of 31%. Cycle time fell by 47%, from more than a month historically to 16 days. By standardising supplier participation and bringing the process into one place, the team also reduced the coordination required to manage a fragmented supplier base, creating more capacity for other priorities.



31%
Identified savings



47%
Cycle time reduction



Global medtech manufacturer identifies ~60% savings on mobile telephone services

● Challenge

A global dental and medtech manufacturer had not competitively sourced its mobile telephone category in years. Legacy pricing no longer reflected the current market, but the category had been difficult for the team to prioritise because of the operational effort required.

● Solution

Arkestro used AI-driven pricing guidance and structured supplier feedback to bring a previously untouched category to market. Multiple national mobile network operators competed for the business, with 19% round-over-round movement autonomously negotiated by Arkestro. The process also helped standardise net 60 payment terms across suppliers.

● Results

The event identified approximately 60% savings against legacy contracted pricing.

By reopening the category, the company re-established competitive market pricing across multiple national mobile network operators and created a repeatable process that can be relaunched quickly whenever market conditions or contract timing call for it. That gives the team a more efficient way to maintain competition and supplier optionality without rebuilding the process each time.



~60%
Identified savings



19%
Round-over-round movement
autonomously negotiated



Current market pricing
Re-established after years
without competitive sourcing



Global life sciences company identifies 45% savings on marketing services

● Challenge

A life sciences company was sourcing regional marketing and creative services, a category where pricing and scope can be difficult to compare consistently. The team also wanted to look beyond its usual agency roster and bring new options into the process.

● Solution

The Arkestro platform brought several supplier responses across different agencies into one structured event, standardising creative and marketing offers for a like-for-like comparison. That gave the team a clear basis for best-and-final discussions with preferred agencies, while down-selection helped narrow the field to the most viable options.

● Results

The event identified 45% in savings. The process also introduced agencies the team had not sourced from before and narrowed seven responses to two finalists, reducing negotiation time and freeing the team to focus on high-impact work.



45%
Identified savings



100%
Supplier participation



Chemical manufacturer scales competitive sourcing across five continents

● Challenge

A global chemical manufacturer relied on a mix of face-to-face negotiations, email, and spreadsheets, with competitive sourcing largely reserved for higher-value categories. Lower-value spend often went unquoted because the team didn't have the time or resources to address nearly half a billion dollars across those categories.

● Solution

Arkestro expanded the amount of spend the procurement team could competitively source without adding resources, including categories that had previously gone untouched because of limited time and capacity. The platform also gave the team a clearer view of the cost of staying with existing suppliers and where alternative sources of supply could reduce risk.

● Results

The deployment delivered 10%+ savings with less manual effort than the company's previous process.

Arkestro is now being used across five continents with more than 150 unique suppliers, giving the company broader supplier visibility and more alternative sources of supply to help mitigate risk across its global network.



5 Continents

Events running globally

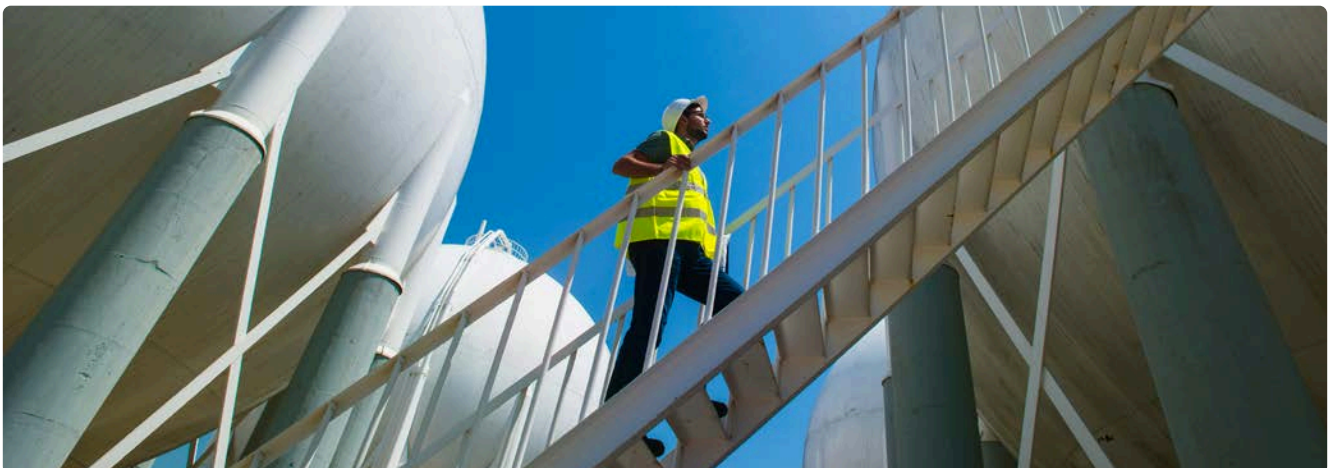


10%+ additional savings

Unlocked by bringing previously under-managed spend into competitive sourcing

"We could never do an event like this if we had to talk to 40-100 suppliers. That's why we didn't do it and why we use Arkestro. It's working—you are the solution."

— Enterprise Procurement Team
CHEMICAL



Chemical manufacturer achieves 7% savings in single-source events

● Challenge

A chemical manufacturer struggled to secure competitive pricing for single-source specialty chemicals. With limited supplier options, the team had little leverage to reduce costs or validate whether existing pricing reflected the market.

● Solution

The company used Arkestro's predictive procurement platform, combining AI-enhanced negotiations with game theory to encourage stronger supplier offers, even in single-source scenarios. This prompted incumbents to put forward their best offers, helping the company identify savings and test existing pricing against market expectations.

● Results

The initiative delivered an average of 7% savings across single-source events while giving the manufacturer a more systematic way to manage spend that had historically been difficult to influence.

By turning these categories into a repeatable, scalable process, the company can bring more spend under active management with less manual effort, strengthen supplier and compliance oversight, and reduce risk while continuing to take cost out of the business.



Competitive opportunity in single-source categories

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-source events.



Industrial equipment manufacturer standardises global sourcing across more spend

● Challenge

A global industrial equipment manufacturer was looking to create a more consistent sourcing process at its Italian facility as part of a broader deployment across Europe, India, China, and the Middle East. Supplier outreach and event execution had often been handled case by case, making the process harder to repeat at scale.

● Solution

Arkestro gave the company a structured way to standardise sourcing across regions and systematically negotiate spend through consistent supplier engagement, round-by-round feedback, and repeatable workflows. The same process could be applied across both strategic and routine categories.

● Results

The deployment turned isolated sourcing activity into a repeatable global process for bringing more spend into structured negotiation.

The strongest result delivered 47% recognised savings on a strategic raw material category, while a separate plant PPE event identified 40% potential savings, demonstrating that the approach could drive value across different types of spend. The standardised process also let the business route sourcing work to other regional facilities when one plant was running over capacity, adding flexibility across its global footprint.

**40%**

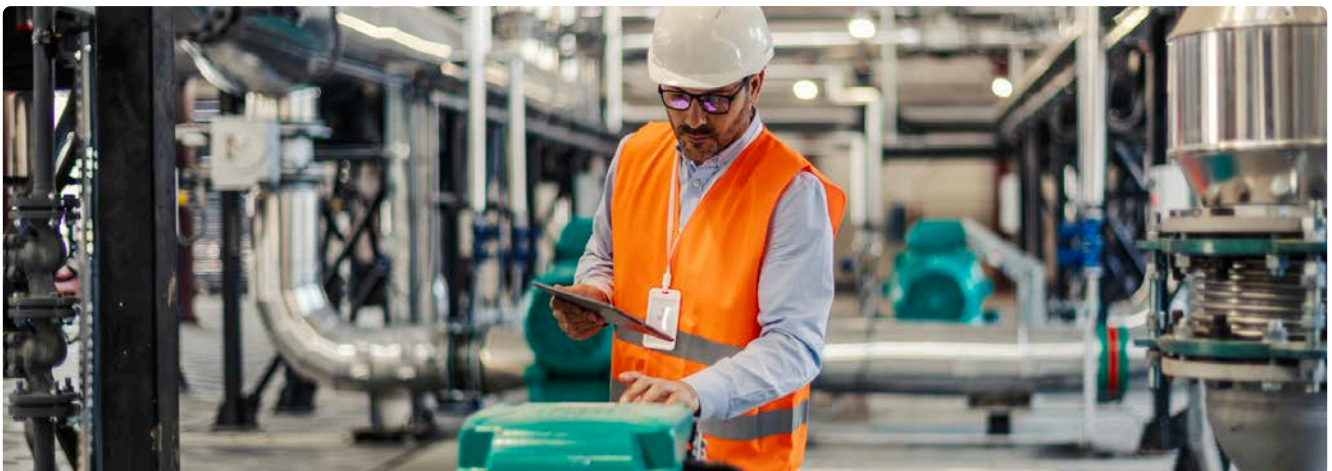
Potential savings on plant PPE

**47%**

Recognised savings

**6 events**

Run in six weeks



Global food manufacturer identifies 21% in savings on ocean freight

● Challenge

A Paris-based food manufacturer was running a complex ocean freight tender across 180 lanes, four product categories, seven origin countries, and shipments to 62 countries. The process had historically relied on spreadsheets, manual formulas, and file consolidation.

● Solution

Arkestro brought the full tender into one platform, consolidating supplier quotes, cost breakdowns, and award scenarios in one place. Multilingual supplier guides, along with a pre-event supplier conference, supported participation across all 19 suppliers. After round 1, the team used down-selection to keep the next round focused on the strongest offers.

● Results

The company achieved 21.2% in savings. Eight suppliers reduced pricing from round 1 to round 2, with an average reduction of 4.34% across all participating suppliers.

Supplier responses that once lived across more than 20 files were consolidated into a single platform view, saving an estimated 20-40 hours of manual work. The process also created a reusable template for future tenders, making the event easier to repeat without rebuilding the workflow each time.

**21.2%**

Identified savings

**180 lanes**

Across 62 destination countries

**100%**

Supplier participation



Building materials manufacturer saves 47% on industrial packaging

● Challenge

A global manufacturer was sourcing a high-volume industrial packaging category across six carton line items. The specifications were straightforward, creating an opportunity to run a fast and efficient competitive event.

● Solution

The Arkestro platform automatically standardised and validated supplier quotes across all line items, enabling autonomous negotiations against consistent, like-for-like offers. Built-in translation support also helped the team manage responses across languages and reduce manual review.

● Results

The company awarded business across two competitive suppliers and recognised savings of 47%.

The diversified award helped mitigate supply chain risk by reducing reliance on a single supplier while preserving competition across the category.

**47%**

Recognised savings



Multi-supplier award

Reduced reliance on a single source



Supply chain risk mitigated

Diversified award preserved supplier optionality



The only predictive procurement platform

Arkestro transforms enterprise-wide spend by unlocking trapped savings and strengthening supply chain agility. Combining AI and game theory with our patented Three Sciences, the platform empowers procurement teams to lead negotiations and influence 3x more spend using the resources they already have.

Trusted by Fortune 500 companies across industries, Arkestro helps organisations move faster and drive measurable margin impact.

 [Learn more at arkestro.com](https://arkestro.com)