

ARKESTRO IN OIL AND GAS

SPECIAL EDITION
OIL AND GAS USE CASES



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 oil & gas are leveraging the Arkestro 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



LIFE SCIENCES

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

Scaling a Predictive Pricing Model Across Five Refineries



CHALLENGE

Before Arkestro, this customer relied on a Time and Materials (T&M) model for inspection services at its refineries. Because the team couldn't effectively quote or negotiate with service providers at scale, costs were unpredictable and frequently over budget. The T&M model made it difficult to control spend or compare performance across suppliers.

SOLUTION

With the Arkestro platform, they transitioned from T&M to a Unit Pricing model that improved cost control and drove supplier competition. The initial program covered \$4 million in spend and generated nearly \$2 million in savings. The company then expanded the approach to all refineries, achieving 46 percent savings on \$8.7 million in total spend.

RESULTS

The result is a scalable pricing framework that gives procurement better visibility, consistency, and control. What began as a proof of concept (POC) at one refinery has now become a standardized, Arkestro platform-enabled pricing strategy rolled out across all five refineries.



\$8.7M in total spend



46% savings achieved



\$2M savings on initial \$4M pilot



5 refineries using Arkestro pricing model

USE CASE

From Days to Minutes: Faster LNG Sourcing with 29% Savings



CHALLENGE

A leading independent LNG operator was managing complex, high-value sourcing events in a fast-moving market. Teams were under pressure to move quickly, but limited time made it difficult to spot outlier pricing or consistently push suppliers toward better outcomes. Cycles stretched across days, and savings opportunities were often left on the table.

SOLUTION

Arkestro enabled the team to lead each sourcing event with data-backed pricing from the start. By setting optimized targets at the line-item level and guiding suppliers toward more competitive bids, negotiations moved faster and stayed on track. What once required days of back-and-forth became a more structured, controlled process.

RESULTS

Cycle times collapsed while savings increased, giving the team a faster, more repeatable way to drive value across sourcing events.



Cycle times reduced from days to minutes



29% recognized savings across key categories



Faster supplier alignment with less back-and-forth

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](#)



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

– 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”

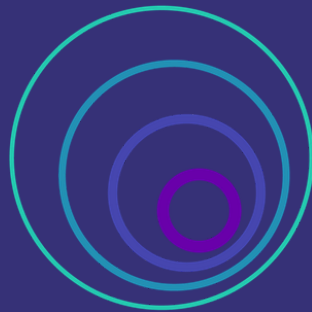
– Enterprise (Oil & Gas) Procurement Team

“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.

This was the first time we’ve been able to participate in an RFP this size on a system like this and have no complications”

– Enterprise (Oil & Gas) Procurement Team





arkestro

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.