

ARKESTRO ACROSS THE INDUSTRIES

SPEND ACROSS ALL CATEGORIES
SERVICES SPEND EDITION



VOL.02



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 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



UTILITIES

Table of Contents | Use Cases

This booklet features use cases covering how Arkestro's Predictive Procurement platform is being used across industries. Each installment will dive into various categories and share insightful stories of how organizations like yours have overcome similar procurement, sourcing, and supply chain challenges.

Property and Facility Management..... 4

Oil & Gas 5

Retail 9

Automotive 10



USE CASE

Accelerating a Full-scale National RFP



CHALLENGE

A national landscaping RFP meant coordinating a large, fragmented supplier base at the start of peak season, when supplier bandwidth was already tight. Many of the 195 suppliers were small, regional businesses unfamiliar with the Arkestro platform, creating a heavy onboarding and coordination burden for the sourcing team.

SOLUTION

Arkestro centralized the full national RFP in one place, with supplier onboarding and support handled by the Arkestro team. Automated reminders, document tracking, and centralized communication reduced the coordination burden on the customer while keeping the process moving across 195 suppliers.

RESULTS

The cycle closed in 35 days, giving the procurement team a faster path through a highly complex national event, while keeping supplier activity and documentation organized in one place. The platform also reduced the email-heavy coordination that would typically come with managing this volume of pricing and responses.

The customer's assessment: the process would have taken much longer without Arkestro.



195

Suppliers engaged



93

Quotes submitted



144

Supplier surveys completed



570

Line items sourced

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

Fortune 50 O&G Company Cuts FTZ Software Costs by Up to 62%

CHALLENGE

A Fortune 50 oil and gas company was evaluating FTZ (Foreign Trade Zone) SaaS software licensing against a \$300K budget. The traditional process could take months, making it difficult to create competitive pressure quickly enough to materially improve the outcome.

SOLUTION

Arkestro enabled a fast, multi-round event that launched in minutes and achieved 100% supplier participation. Structured competition kept suppliers engaged throughout the process, with pricing improving 8.5% round over round.

RESULTS

The event was completed in two weeks, cutting a traditionally months-long process down to a much faster, repeatable model.

Final outcomes ranged from \$114K to \$144K against a \$300K budget, delivering up to 62% savings versus planned spend without an extended negotiation.



Up to 62%

Savings vs. budget



\$114K–\$144K

Final outcome range



8.5%

Round-over-round price reduction



2 weeks

Launch to award

USE CASE

Oil & Gas Company Drives 30%+ Savings on Furnace Labor Services

CHALLENGE

A large oil and gas company was evaluating furnace labor across three facilities with \$13.75M in baseline spend. The opportunity required a competitive process that could move suppliers across multiple rounds without adding time or manual effort.

SOLUTION

Arkestro analyzed each supplier submission, generated rankings and targeted feedback, and kept eight suppliers competing across multiple rounds. The process created continuous pressure to improve pricing while allowing the event to run in roughly the same timeframe as a traditional single-round negotiation.

RESULTS

The top-finishing supplier reduced its total offer from \$14.3M to \$9.6M, a 32.7% round-over-round reduction worth \$4.7M.

Across individual line items, savings ranged from single digits to more than 73% below baseline.



\$4.15M+
Identified savings



30%+
Savings vs. baseline



32.7%
Leading supplier reduction



\$4.7M
Improvement from first to final round

USE CASE

Delivering Multi-Category Savings at Enterprise Scale

CHALLENGE

Capital projects, maintenance services, indirect, and freight categories were managed across business units, regions, and currencies through fragmented workflows. Limited visibility from one event to the next made it harder to validate competitive pricing and effectively engage suppliers, leaving savings on the table.

SOLUTION

With Arkestro, this Oil & Gas company launched 30 multi-round events in approximately three months across categories including capital construction, turnaround labor, fabrication, freight, OCTG, transformers, and software. The platform standardized supplier engagement and enabled competitive negotiations across a range of spend.

RESULTS

In just three months, they identified \$10.85 million in savings across \$41.9 million in spend. The 30 multi-round events delivered average savings of 25.7% across a wide range of enterprise categories.



25.7%

Savings across \$41.9M spend



\$10.85M

In identified savings



30 events

Launched in 3 months

USE CASE

Retail Organization Saves \$265K in One Market for Landscaping Services

CHALLENGE

A retail organization needed a clearer view of landscaping costs across roughly 30 stores in one market. Historically, stores relied on past spend to estimate upcoming costs, limiting visibility into what they should expect to pay.

SOLUTION

Arkestro centralized supplier pricing and event information in one place, giving stores direct visibility into landscaping costs for the upcoming fiscal year. The event achieved 100% supplier participation, with 67% of suppliers reducing pricing from round 1 to round 2.

RESULTS

The organization recognized \$265K in annual savings (64%) across approximately 30 stores in a single market.



\$265K

Realized annual savings



64%

Savings achieved



100%

Supplier participation



67%

Suppliers reduced pricing in Round 2



~30 stores

Covered in one market

USE CASE

Automotive Company Saves 23% on Plant Services RFP



CHALLENGE

A large automotive company was renegotiating plant services contracts across multiple locations, working with incumbent and new suppliers. They needed to establish a competitive market rate for the next three years and strengthen its position going into the new agreements.

SOLUTION

The team used Arkestro's Intelligent Counter Offer feature to introduce suggested pricing in the second round, giving suppliers a clear target to respond to. This created competition while helping the team evaluate consolidation opportunities across existing contracts.

RESULTS

The company realized \$828K in savings (23%) by consolidating multiple contracts into a single agreement with one incumbent supplier. The event also helped establish a new market rate for the next three years, giving the team a stronger commercial position for ongoing plant services spend.



\$828K

Realized savings



23%

Savings achieved



3 years

New market rate established



1 contract

Multiple agreements consolidated
with a single incumbent supplier

USE CASE

Automotive Company Saves 41% on Rewards Program Services Contract



CHALLENGE

A large automotive company was renegotiating a rewards program services contract and wanted to use its current pricing as the basis for suggested supplier offers.

SOLUTION

By loading its existing contract pricing into Arkestro, the company was able to generate suggested prices and establish a stronger starting point for the negotiation. Every supplier came in below those prices in Round 1, then sharpened their offers again in Round 2.

RESULTS

The event identified \$154K in potential savings, equal to 41%.

100% of suppliers reduced their pricing from round 1 to round 2, while the incumbent supplier lowered its current pricing by \$45K, or 12%.



\$154K

Potential savings identified



41%

Savings opportunity



100%

Suppliers reduced pricing from round 1 to round 2



12%

Incumbent pricing reduction



arkestro

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 organizations move faster and drive measurable margin impact.

Learn more at arkestro.com.