

ARKESTRO ACROSS THE INDUSTRIES

PREDICTIVE PROCUREMENT USE CASES



VOL.01

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

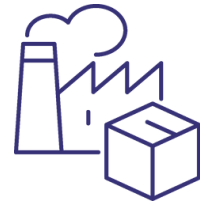
Use this document to explore real-world success stories, uncover potential applications, and see how organizations across various industries have tackled challenges using our platform.



OIL & GAS



AUTOMOTIVE



ENGINEERING



MANUFACTURING



CHEMICALS



RETAIL

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This booklet is the first 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

The Procurement Shift That Cut Industrial Gas Spend by 50% for a Building Materials Manufacturer

CHALLENGE

The company lacked visibility into real-time market rates, making it difficult to ensure competitive pricing. The quoting process was manual and time-consuming, limiting efficiency and responsiveness to suppliers. In other words, they were often paying above market value since they didn't have time to negotiate the anchored prices down.

SOLUTION

- By leveraging Arkestro's Predictive Procurement and the Intelligent Counter-Offer (ICO) tool, the company was able to gather real-time market intelligence and automate quote analysis. This enabled faster, data-driven negotiations and better supplier alignment.



RESULTS

The company gained visibility into competitive market rates, accelerated the quoting process, and improved pricing outcomes. Procurement teams made smarter decisions, reduced cycle times, and enhanced supplier engagement.

01

Intelligent Counter-Offers

Leveraged Arkestro's Intelligent Counter-Offer to collect market intelligence during the event, allowing the customer to ensure they are paying market competitive rates for all gases across their plants nationwide.

02

Streamlined the quoting process

By streamlining the quoting process, the customer enabled competitive quoting for industrial gases on an annual basis, something they had never been able to do before. This gave the customer more pricing leverage and better supplier options.

SAVINGS:

50% Savings on nationwide industrial gas contract

VALUE OPPORTUNITY:

~ \$8.2 million in line-by-line potential savings

NUMBER OF SUPPLIERS:

16 participating supplier organizations (76.2%)

PARTICIPATION:

12 suppliers participated in all 3 rounds of the quote



USE CASE

Automotive Company Accelerates Sourcing with Predictive Procurement

CHALLENGE

The procurement team faced inefficiencies sourcing B parts, with manual processes limiting scale, slowing supplier engagement, and creating compliance friction. Market volatility added pressure to keep the supply chain resilient while simultaneously controlling costs.

SOLUTION

- By adopting Arkestro's Predictive Procurement, the company enabled competitive quoting for B parts, automated manual tasks, and streamlined supplier onboarding. The platform also improved visibility and drove earlier, faster supplier engagement.

RESULTS

This customer was able to go-live with Arkestro in 2 days. The team identified significant savings, reduced manual workload by hundreds of hours, and saw higher supplier approval on terms and conditions. With more options and better compliance, they maintained a strong, flexible supply chain despite market challenges.

01

Category-Wide Value Unlocked

\$1.4M in Identified Savings obtained across MRO, A parts, and B parts

02

\$300K Hidden Savings

Drove competitive quotes on B parts for the first time ever, leading to identified savings of \$300k

03

Faster Deals, Fewer Delays

Saved hundreds of hours of work and ensured better legal compliance by getting a 91% approval rate on terms and conditions from suppliers + greater optionality from newly competitive B parts quotes

APPROVAL RATING

91% Approval rate on terms
and conditions from suppliers

IDENTIFIED

SAVINGS:
\$1.4M

USE CASE

Smarter Sourcing Delivers Savings on Custom-Made Parts for a Global Engineering Company



CHALLENGE

The company's sourcing process was limited to single-sourced, single-round quotes, which restricted competition and visibility into pricing. This approach often resulted in inflated costs, limited supplier engagement, and missed opportunities to negotiate better terms.

SOLUTION

- The team adopted Arkestro's Predictive Procurement technology to shift to a multi-round, competitive quoting process. AI-driven insights enabled better supplier discovery, market benchmarking, and dynamic quote optimization.

RESULTS

The new process increased competition, reduced cost variability, and surfaced hidden savings - leading to stronger supplier performance and more confident, data-driven decisions.

01

Strategic Quoting Cuts Costs

Obtained 9% Savings through multi-round competitive events compared to the current process of awarding based on single quote best and final pricing

02

Budgetary RFI Templates

Additional value was identified to create Budgetary RFI Templates for made-to-order Sales Orders to avert overages on customer orders

03

Multi-round competitive quotes

By comparing supplier quotes against real-time market data, sourcing teams gain leverage to negotiate better terms, ensure fair pricing, and drive cost-savings with confidence.

NUMBER OF QUOTES:

12 Total (All participating suppliers submitted quotes within each round)

PERCENT

PARTICIPATION OF SUPPLIERS: 100%

POTENTIAL VALUE

OPPORTUNITY:
Per Item = 9%

CYCLE TIMES

10 Days

USE CASE

Smarter Wire Sourcing Boosts Efficiency and Cut Costs for the Global Engineering Company

CHALLENGE

The company's traditional sourcing process was slow and reactive, leading to delays, missed opportunities, and inefficient supplier engagement. Procurement teams lacked the data and visibility needed to optimize purchasing decisions at speed.

SOLUTION

- They implemented Arkestro's Predictive Procurement technology to accelerate buying cycles and uncover new ways to evaluate and engage suppliers. The platform provided data-driven insights to inform supplier selection, timing, and pricing strategies.



RESULTS

Procurement cycles were significantly shortened, supplier strategies became more agile, and teams gained real-time visibility into opportunities. The company reduced lead times, improved cost efficiency, and strengthened supplier relationships.

01

Sourcing That Saves

51% Potential Savings obtained through multi-round event compared to the current process of awarding based on best and final pricing.

02

EOQ Model Review

Economic Order Quantity (EOQ) Model Evaluation - Stock and Release (BPO) award vs Single PO including Delivered Pricing for Annual Quantity

03

Supplier Response Rates

Supplier Response Rate reduced from weeks to days for first round submissions

NUMBER OF QUOTES:

9 Quotes from participating suppliers

POTENTIAL SAVINGS

OPPORTUNITY:
\$561,428.00

CYCLE TIMES

9 Days

USE CASE

Strategic Coil Procurement Yields Meaningful Cost Reductions for a Global Engineering Company

CHALLENGE

The company was reliant on a small, limited supply base, which created exposure to pricing volatility, lead time disruptions, and capacity constraints. When demand shifted or suppliers underperformed, the team had few alternatives and little room to negotiate. Expanding to a global supply base was a priority, but it traditionally came with longer sourcing cycles, increased complexity, and a lack of visibility into supplier quality and competitiveness.

SOLUTION

- The company used Arkestro's Predictive Procurement tools to identify qualified suppliers across global sites and streamline sourcing workflows. Automated processes and data-driven insights enabled faster supplier evaluation and onboarding.



RESULTS

By expanding their supplier base, the procurement team increased diversity and reduced sourcing risk—critical for a global engineering company navigating today's volatile supply chain. Predictive procurement technology helped them quickly identify and qualify new suppliers, moving beyond traditional vendor lists to uncover high-potential partners.

This shift made the network more inclusive and competitive, improving pricing and performance. Sourcing cycles were completed in just 12 days—well ahead of industry benchmarks—proving that resilience and speed can go hand in hand. As a result, the company strengthened procurement operations, boosted negotiating power, and built a more stable, flexible supply chain. The platform enabled the team to scale efforts, engage suppliers earlier, and make faster, data-driven decisions.

01

12 Days to Impact

Completed sourcing cycles in just 12 days, significantly faster than industry benchmarks—while expanding and diversifying the supplier base

NUMBER OF QUOTES:
18 total | All participating suppliers submitted quotes within each round

CYCLE TIME:
12 Days (With 100% supplier participation)

TOTAL CATEGORY SPEND: \$27M

AVERAGE OPPORTUNITY FROM ONE ITEM: 19%

USE CASE

High-Impact Sourcing Strategy Drives Down Bolt Costs for This Engineering Leader

CHALLENGE

The company faced ongoing challenges in driving competitive pressure among suppliers. With limited visibility into alternative options and a lack of structured negotiation, they frequently defaulted to incumbent pricing—often accepting quotes without pushing for better terms. As a result, potential savings were consistently left on the table, and sourcing events saw little to no pricing movement, ultimately limiting procurement’s ability to deliver measurable results.

SOLUTION

- By leveraging Arkestro’s Predictive Procurement technology, the company enabled multi-round negotiations and applied data-driven strategies to increase supplier competition and encourage more aggressive pricing from incumbents.



RESULTS

They achieved 27% total savings and drove a 10% price reduction from the incumbent supplier through round-over-round negotiations—unlocking greater value with less manual effort.

01

Improved Supplier Negotiations

27% Savings obtained through multi-round competitive event compared to the current process of awarding based on single quote best and final pricing.

Split award given to two new suppliers.

02

Round-Over-Round Price Reduction

10% Price Reduction round-over-round from the incumbent supplier.

NUMBER OF QUOTES:

13 Total - All suppliers, with one exception, submitted quotes within each round

CYCLE TIME:

5 Days (With 100% supplier participation)

Yearly Value Opportunity

Estimate: \$77.6

(Based on the average Historical Annual Spend for this category - \$287,653)

OPPORTUNITY PER ITEM:

27% savings

USE CASE

Building Materials Manufacturer Saves 52% Staying with Incumbent Supplier on Spot Buy

CHALLENGE

The company relied heavily on traditional, manual buying methods, an approach that lacked the flexibility and speed needed in today's dynamic market. This rigid process limited their ability to move quickly on spot buy opportunities or respond to shifts in supply and demand. Sourcing events were infrequent and reactive, often taking too long to execute and delivering inconsistent results in both value and supplier engagement. Without a more agile procurement model, the team struggled to drive repeatable, measurable impact.

SOLUTION

- With Arkestro's Predictive Procurement technology, the company enabled smarter spot buying and scaled sourcing events with ease. The platform provided real-time data and automation to drive faster, more informed decisions.



RESULTS

They increased sourcing event volume, improved responsiveness to market shifts, and consistently achieved better pricing and supplier outcomes. Procurement became more agile, efficient, and results-driven.

01

More Events & Better Results

By leveraging Arkestro's Predictive Procurement, the customer was able to run more sourcing events than ever before, without sacrificing quality or outcomes.

With a 34-hour cycle time on this event alone, they demonstrated that even complex, multi-round competitive quoting can happen within a tight window.

As suppliers grow more familiar with the platform, cycle times continue to shrink, enabling faster decision-making, increased agility, and better results across the board.

SUPPLIER PARTICIPATION:
75% of suppliers participated

SAVINGS POTENTIAL:
63% value opportunity

INCUMBENT LOWERED PRICES BY:
52%

USE CASE

Facing Rising Server Costs?
See How One High-Tech
Manufacturer Saved \$1.8M

CHALLENGE

The company lacked a reliable, data-driven approach to set baseline pricing, relying instead on manual estimates and historical averages. This made negotiations inconsistent, reduced leverage with suppliers, and often left savings on the table.

SOLUTION

- The procurement team adopted Arkestro's Predictive Procurement technology to set data-driven baseline prices and used the suggested pricing functionality to guide supplier negotiations. This enabled more strategic and confident conversations with suppliers.



RESULTS

Procurement teams secured stronger pricing outcomes, improved negotiation efficiency, and gained credibility with suppliers by anchoring discussions in data-backed insights.

01

Baseline Pricing

Arkestro's Intelligent Counter-Offer functionality was used to generate a baseline price between vendors in Round 1.

02

Suggested Pricing

Arkestro used the baseline price to calculate and display a suggested price in Round 2, along with supplier rankings. All suppliers reduced their pricing from Round 1 to Round 2, including the awarded supplier who reduced their price by \$1.8M. Round 1 - Round 2 reductions ranged from \$600K (5%) to \$1.8M (16%)

VALUE OPPORTUNITY:
\$1.8M (16%) in potential
savings on an IT Server
spot buy using Arkestro

**SUPPLIER
PARTICIPATION:**
100%

USE CASE

Turning Data Into Savings:
10% Drop in Electric Part Costs
for this Manufacturing Leader

CHALLENGE

The company's sourcing process was heavily manual and inefficient, requiring significant time and effort to execute even basic tasks. Without automation or visibility into competitive pricing, identifying the best-value suppliers was difficult and inconsistent. Multi-round negotiations (key to driving down costs) were rare due to the effort they demanded, resulting in limited cost savings and minimal supplier engagement. As a result, procurement lacked the agility to respond to shifting market dynamics or drive meaningful value across sourcing events.

SOLUTION

- They implemented Arkestro's Predictive Procurement technology to automate and accelerate multi-round negotiations. By applying game theory and behavioral models, the company created strategic pressure that encouraged suppliers to offer better pricing.



RESULTS

Negotiations were completed in half the time, suppliers lowered costs round-over-round, and the company achieved greater savings with less manual effort. The new process drove efficiency and improved sourcing outcomes.

01

Smarter, Faster Buying

Before Arkestro, this customer collected quotes through another solution, which they described as an overly manual and tedious process. With Arkestro, they executed a multi-round negotiation with 20 supplier organizations in half the time compared to their existing process.

02

Game Theory Gains

Arkestro's game theoretic and behavioral models prompted every supplier to reduce their price round-over-round, resulting in a 10% cost reduction on electric parts and better commercial terms with the incumbent supplier while achieving discounts in subcategories exceeding 50%.

**RANGE of MRO SUB-
CATEGORY DISCOUNTS:**
20–52%

**IDENTIFIED
SAVINGS:**
10%

USE CASE

Chemicals Company Finds the Right Formula for Predicting Faster Sourcing



CHALLENGE

The company's sourcing process was manual, repetitive, and time-consuming—limiting the number of events procurement teams could run and reducing their ability to manage complex spend efficiently. This led to missed savings opportunities and resource strain. Procurement teams were often bogged down by administrative tasks, leaving little time for strategic sourcing or supplier development.

SOLUTION

- By adopting Arkestro's Predictive Procurement software, the company automated sourcing workflows and enabled multi-round events at scale. The platform simplified complex spend management while increasing sourcing volume and visibility.

RESULTS

Procurement teams ran more events in less time and achieved 13% savings through competitive, multi-round negotiations. Efficiency and productivity improved, freeing up time for strategic initiatives and higher-value work.

01

Smarter Spend, Bigger Savings

13% Potential Savings (\$105,000) obtained through multi-round events compared to the current manual process

02

Digital Procurement, Delivered

This gave the procurement team increased leverage and influence by including them earlier in the purchasing process to provide them increased purchasing options to negotiate

03

Fast-Track Complex Sourcing

Savings achieved from single-source, incumbent purchases thanks to improved proactive engagement with certain suppliers

PROJECTS MANAGED BY TEAM:

20x increase in projects
managed by the team

NUMBER OF EVENTS:

6x increase in number
of events run



USE CASE

Retail Organization Rings Up Big Gains in Maintenance, Repair, & Operations (MRO) Spend

CHALLENGE

Managing MRO spend was fragmented, with inconsistent pricing, decentralized sourcing, and limited visibility across categories. Procurement teams struggled to drive supplier engagement and identify savings opportunities across high-volume, low-value items.

SOLUTION

- The company adopted Arkestro's Predictive Procurement software to streamline MRO sourcing, run multi-round competitive events, and apply data-driven strategies across all four quoted categories. The platform encouraged full supplier participation and enabled real-time pricing analysis.

RESULTS

The company saved \$1 million on MRO spend, achieved 7% price reduction round over round, and saw 100% supplier participation. Savings were realized across all categories, and the sourcing process became faster, more competitive, and fully transparent.

01

\$1M Saved on MRO

Through predictive procurement and competitive multi-round events, the company saved \$1 million across four MRO categories. The platform enabled deeper visibility into spend and more strategic sourcing.

02

100% Supplier Participation

Every supplier invited to quote actively participated, driven by real-time feedback and transparent competition. This ensured stronger engagement and better pricing outcomes.

03

Negotiation at Scale

By leveraging data-driven negotiation tools, the company achieved a consistent 7% reduction in pricing each round. Suppliers were motivated to stay competitive as they saw how their offers compared.

**SUPPLIER
PARTICIPATION:**
100%

**PRICE REDUCTION
PER ROUND:**
7%

IDENTIFIED SAVINGS:
\$1.1M

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.

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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.

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 can pull current market lane rates and current lane costs to create a suggested price for carriers to quote. No manual input required.”

— **Category Manager, Enterprise Manufacturing Company**

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

— **Procurement Leader, Enterprise Manufacturing Company**

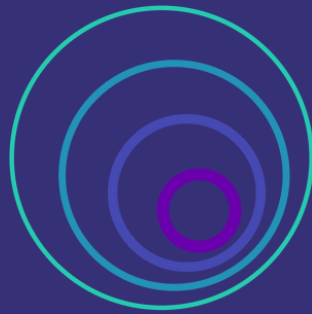
“I liked the entire process, especially the automated workflows & being able to download information out of one centralized place. The support was positive.”

— **Procurement Leader, Enterprise Manufacturing Company**

“I wish every single one of the quotes we participate in was run on your platform.”

— **Sr. National Account Sales Specialist (Supplier Perspective)**





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.