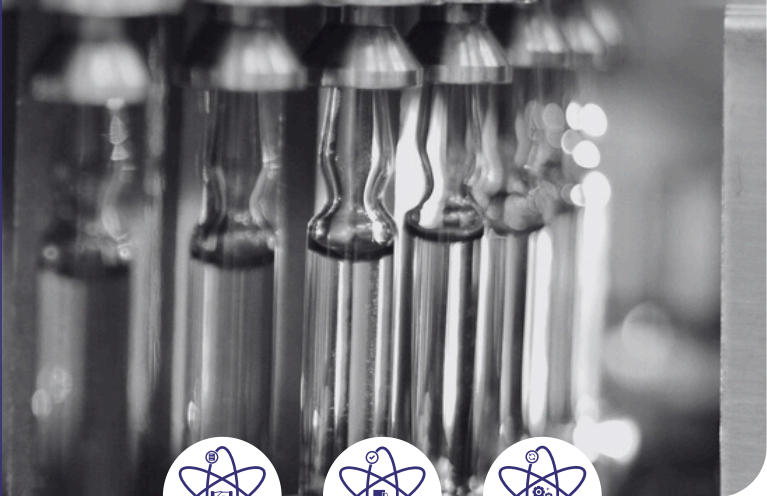**LIQUEFIED COSTS, SOLID WINS**

FUELING FASTER SOURCING: HOW A LEADING INDEPENDENT LNG OPERATOR CUT COSTS AND CYCLE TIME WITH ARKESTRO

SUMMARY

Industry	Challenge	Solution	Results
Liquefied Natural Gas (LNG)	**Manual MRP-to-Sourcing workflows were slowing procurement and driving up costs.**	**They used Arkestro's Document-Based Event Creation to eliminate manual steps and move faster.**	**Cycle times dropped from days to minutes, with 29% identified savings across key categories.**

INTRO

In LNG, every sourcing delay has a ripple effect: missed deadlines, mounting costs, and operational risk. For one leading independent LNG company, the issue was less about old systems and more about creating procurement processes while sourcing new parts at scale.

Much of the work was manual, and many categories were being purchased for the first time. Without established benchmarks or pricing history, the team needed a way to establish real-time rates, and confidently negotiate competitive terms.

With Arkestro's Document-Based Event Creation, the team went from **days to minutes in launching sourcing events** and delivered **29% savings** across key categories, all without overhauling systems or disrupting the way they work.

arkestro
Game Changing Procurement

A Slow, Manual MRP-to-Sourcing Workflow

Procurement plays a critical role in LNG, where operations rely on precision, reliability, and speed. But this company's sourcing team was bogged down by a manual, time-consuming process: converting MRP exports into sourcing events by hand.

Each event took hours of data entry across thousands of SKUs, slowing procurement to a crawl, increasing the risk of errors, and creating bottlenecks that affected everything from cost control to day-to-day operations.

The challenges didn't stop there. The team was also dealing with:

- High SKU volumes across motors, electrical materials, and hardware
- New parts being sourced for the first time, with no established market benchmarks
- Limited or no historical baseline pricing to guide negotiations
- A need to define and standardize procurement processes while meeting immediate sourcing demands

And while the pressure to modernize was growing, change wasn't simple. Like many LNG organizations, the team was operating in a risk-averse environment with limited adoption of procurement automation—making it difficult to move forward, even when the need was clear.

Arkestro's Document-Based Event Creation

To solve these challenges, the company partnered with Arkestro, the leader in Predictive Procurement. Arkestro introduced its Document-Based Event Creation feature, which provided a faster and more efficient way to launch events while also helping the team establish consistent processes.

Instead of reformatting spreadsheets and entering data by hand, the team could now:
- Upload MRP exports or CSVs directly into the system
- Automatically extract and map key details like SKUs, quantities, locations, and due dates
- Launch fully built events, complete with supplier suggestions and pricing benchmarks, all in under two minutes

By allowing the team to quickly source both familiar and first-time parts, Arkestro helped them establish real-time market rates, standardize sourcing steps, and negotiate with confidence. The process was quick and required no system integration, allowing them to move forward without adding complexity.

arkestro
Game Changing Procurement

The Results: 29% Identified Savings and Events in Under Two Minutes

The impact was immediate and measurable. What once took days now took minutes, and the team saw 29% identified savings across critical spend categories.

Before Arkestro

- Days to create events
- Manual data entry
- Limited sourcing reach
- Procurement bottlenecks

After Arkestro

- Events launched in under 2 minutes
- Automated document parsing
- 29% identified savings in key categories
- Increased internal efficiency & output

By removing manual steps and adding predictive supplier recommendations, Arkestro helped the team source faster and more strategically, and deliver better results without overhauling their tech stack.

Hidden Savings and a Greater Spend Share:
Two Benefits of Arkestro's Document-Based Event Creation

Arkestro's Document-Based Event Creation turns demand signals like MRP exports and purchase requisitions into sourcing events with little manual effort:

Here's how it works

- Upload your planning document
- Arkestro automatically extracts and maps key fields like SKUs, quantities, dates, and locations
- The system pre-populates suggested suppliers, categories, and pricing based on historical data and AI benchmarks
- Review and launch the event with no manual formatting or data entry required
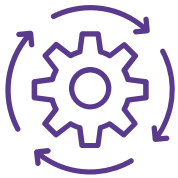
Benefits include:

- Cycle times reduced from days to minutes
- Error-prone data entry eliminated
- Use with your current system, no integration required
- Capture savings from spend that wasn't previously competitively sourced
- Arkestro's Predictive AI identifies optimal suppliers based on past performance, pricing trends, lead times, and risk profiles

arkestro
Game Changing Procurement

Solving Procurement Pain Points with Document-Based Event Creation

Arkestro's Document-Based Event Creation feature solves a common pain point in procurement: the slow, manual process of turning planning data into sourcing events. Many organizations, especially in complex industries including energy, manufacturing, and utilities, lose time and opportunities for savings because data must be manually copied from spreadsheets into sourcing systems.

With Document-Based Event Creation, teams can upload standard planning documents and instantly generate sourcing events. This eliminates delays, speeds up procurement cycles, and helps teams influence more spend without increasing headcount or overhauling systems.
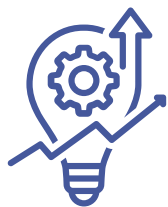
What makes Arkestro's approach different?

True document-to-event automation:
Most tools rely on rigid templates or require pre-mapped fields. Arkestro intelligently parses standard planning documents and kicks off sourcing events without needing custom setup.

Built for speed and flexibility:
The feature dramatically shortens time-to-event by reducing manual work, helping teams respond faster to changing material needs.

Optimized for complex categories:
From detailed BOMs to raw material planning files, Arkestro handles complexity with ease—which is especially critical for industries like LNG, where sourcing decisions carry high operational and financial stakes.

arkestro
Game Changing Procurement

Helping Teams Source Faster, Smarter, and at Scale

Document-Based Event Creation isn't just a faster way to create sourcing events. It's a more strategic approach to procurement that delivered 29% savings and cut cycle times from days to minutes for this LNG leader.

It's proof that digital transformation doesn't have to mean complex overhauls. With the right tools, procurement teams can modernize and influence more spend, even in high-stakes, highly regulated industries.

Procurement teams working with a standalone requisition system without sourcing or purchasing integrations spend too much time manually processing requests. Arkestro's innovative Document-Based Event Creation offers a better way.

Predict What's Next. Procure What Matters.

Want to learn more about how Arkestro can help streamline and modernize your procurement processes? Click here to request a demo or contact us today.

Predictive Procurement & AI

Be the first to set the price using AI — don't wait for supplier quotes.

Stronger Supplier Relationships

Deeper supplier relationships with better alignment on pricing & terms.

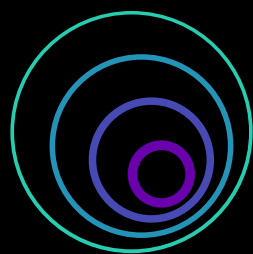### Risk Mitigation

Supply chain risk mitigation through diversified, data-driven supplier strategies

Seamless Engagement

Making it simple for suppliers to respond faster and with higher accuracy.

arkestro
Game Changing Procurement

arkestro

Game Changing Procurement