

SPECIAL EDITION USE CASES

Arkestro across the industries

Unlocking the Predictive Advantage



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 users across different industries.

Hope 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.

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 organization may be facing.

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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



Energy company improves rate card negotiation through multi-round competitive process

● Challenge

An energy company needed to negotiate a rate card for right-of-way services supporting infrastructure projects. With multiple suppliers, commercial terms, and non-price factors to evaluate, the team needed a faster way to drive competition and move toward award.

● Solution

Using the Arkestro platform, the team launched a 5-round competitive negotiation with four suppliers. Each supplier responded to feedback and ranking, helping the team compare price and non-price attributes while reducing manual analysis.

● Results

The five-round event delivered up to ~10% price improvement in just 10 days, the same timeline previously required for a single round of supplier quotes. The team also secured net 90 payment terms from every supplier and established a repeatable approach for future rate card negotiations.

Round-over-round reduction

Up to ~10% supplier offer improvement round-over-round

Cycle time

5-round competitive negotiation completed in 10 days

Commercial terms

Net 90 payment terms secured with every supplier

Operational efficiency

Several line items uploaded instantly, with a framework developed for future rate card events



USE CASE

Oil and 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



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 and 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

Identified savings

30 events

Launched in 3 months



USE CASE

Fortune 50 oil and gas 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



Roofing manufacturer quotes 4,000+ lanes across a nationwide network

● Challenge

A roofing manufacturer wanted to competitively quote every lane across its 22-plant nationwide network. With a highly manual sourcing process, that level of coverage—across thousands of lanes and hundreds of carriers—had previously been considered unrealistic.

● Solution

The team ran a large-scale outbound flatbed sourcing event in the Arkestro platform, bringing 4,000 lanes and hundreds of carriers into a single, structured process. Competitive quoting that previously required 660 hours of effort was completed in 25 hours, allowing the event to be executed end to end in three weeks without relying on spreadsheets or manual comparisons.

● Results

The event delivered full-network coverage across 4,000+ lanes, identified \$54.9M in savings, and reduced quoting effort by ~4,000 hours, while completing execution in just three weeks.

4,000+ lanes sourced across a nationwide network

\$212M baseline spend

All 40 plants in North America use Arkestro

\$54.9M identified savings (25.9%)

~\$14.8M in recognized savings

96% of lanes quoted below suggested price

~4,000 hours of process efficiency gained



Driving cross-category savings with a small procurement team

- **Challenge**

A filtration manufacturer with a small procurement team was responsible for broad spend across MRO and direct materials. Running competitive events required days of manual supplier outreach, quote collection, and comparison, so many categories were rarely competitively sourced.

- **Solution**

With the Arkestro platform, the team launched 12 multi-round events in its first 90 days across categories including gaskets, hardware, electronics, and MRO. Events that once took days to coordinate could now be completed in hours.

- **Results**

The team identified \$2.06 million in savings across \$5.6 million in spend. Arkestro also helped resolve a supplier disruption the same day, compared with the two to three days previously required to collect new quotes.

\$2.06M in identified savings

37% average savings

\$5.6M in spend addressed

12 events in the first 90 days



Global medtech manufacturer identifies ~60% savings on mobile services

● Challenge

A global dental and medtech manufacturer had not competitively sourced its mobile services category in years. Legacy pricing no longer reflected the current market, but the category had been difficult for the team to prioritize 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 carriers competed for the business, with 19% round-over-round movement autonomously negotiated by Arkestro. The process also helped standardize 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 carriers 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





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](https://arkestro.com)