

ARKESTRO ACROSS THE INDUSTRIES

SPEND ACROSS ALL CATEGORIES
INDIRECT SPEND EDITION



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, energy, and life sciences—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



MINING



RETAIL



LIFE SCIENCES



UTILITIES

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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.

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USE CASE

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 Arkestro, the team launched a 5-round competitive negotiation with 4 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

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

USE CASE

How Predictive Procurement Helped a Manufacturing Company Save 35% on IT Hardware Costs



CHALLENGE

With IT hardware contracts about to expire, the company had a short window to negotiate new agreements. Rather than let the timeline become a setback, the client used it as an opportunity to negotiate for better pricing. But a limited timeframe meant they needed a competitive solution fast.

SOLUTION

The company leveraged Arkestro's Predictive Procurement technology to launch a competitive event with multiple rounds of bidding that ran autonomously over the holidays. This data-driven strategy encouraged suppliers to compete with improved offers and produced stronger pricing outcomes and measurable savings.

RESULTS

Despite a tight timeframe, this customer completed a competitive event in Arkestro's Predictive Procurement platform in just 10 days, even over the holidays. All suppliers lowered their quotes round over round, including the incumbent, leading to \$105K in recognized savings—a 35% reduction in IT hardware costs.



Rapid Event Execution

Completed a competitive, multi-round event in just 10 days, right in the middle of the holidays.



Supplier Competition

All suppliers lowered prices round over round, including the incumbent.



Measured Savings

\$105k in recognized savings (35% cost reduction), delivering rapid bottom line impact.

USE CASE

Driving Cross-Category Savings with a Small Procurement Team



CHALLENGE

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

USE CASE

Moving Refinery Inspection Services from T&M to Unit Pricing

CHALLENGE

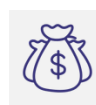
An Oil & Gas company relied on a Time and Materials model for refinery inspection services because quoting and negotiating with providers at scale was difficult. The model created budget uncertainty, frequent cost overruns, and significant administrative burden.

SOLUTION

The Arkestro platform enabled the team to negotiate quickly across multiple suppliers and transition to a Unit Pricing model. The platform also supported the phased onboarding of a new supplier, increasing competition while reducing implementation risk.

RESULTS

The new pricing model delivered \$3.2 million in savings, improved spend predictability, and lowered administrative overhead. Arkestro also allowed the team to complete the event in Q4, securing an additional \$200,000 in savings before the new year.



\$3.2M in total savings



54% savings on \$5.9M in spend



3 refinery sites transitioned to unit pricing



6 suppliers engaged

USE CASE

Driving Multi-Category Savings at Enterprise Scale

CHALLENGE

Indirect, capital projects, maintenance services, 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.



\$10.85M in identified savings



\$3.96M already realized



25.7% savings across \$41.9M in spend



30 events launched in 3 months

USE CASE

Automotive Company Secures \$1.4M in Recognized Savings Across MRO and A & B Parts



CHALLENGE

An automotive company needed to capture savings across MRO and parts categories while also strengthening supply chain resilience in a challenging market.

For B parts especially, stakeholders often pre-selected a preferred supplier, leaving little room to negotiate competitively. The procurement team also faced heavy administrative workloads and compliance risks when negotiating terms with suppliers.

SOLUTION

With Arkestro's Predictive Procurement platform, the team engaged suppliers earlier and ran competitive events across multiple categories. For B parts, early wins helped the procurement team prove they could secure the preferred supplier quickly while still driving savings. This credibility allowed them to negotiate competitively—even when a supplier was already favored—creating new pricing opportunities and greater optionality.

At the same time, Arkestro improved the efficiency of terms and conditions approvals, reducing administrative burden and strengthening compliance.

RESULTS

The company achieved \$1.4 million in recognized savings, including \$300,000 from B parts quotes. The team also saved hours of work while achieving a 91% supplier approval rate on terms and conditions that both strengthened compliance and improved supplier relationships.

By moving faster and driving stronger engagement, the company reinforced supply chain stability while driving savings.



Time & Compliance Gains

Hundreds of hours saved with a 91% approval rate on supplier terms and conditions.



Measured Impact

\$1.4M in recognized savings across MRO, A parts, and B parts categories.

USE CASE

Standardizing Procurement at Scale Across Categories



CHALLENGE

Before this healthcare company began using Arkestro, each buyer and category manager maintained their own RFQ, RFP, and RFI processes. Purchasing events and negotiations were handled through email and Excel, leaving the procurement organization decentralized and inconsistent. This also led to pricing variance, limited visibility, and a lack of standardization across categories.

SOLUTION

With the Arkestro platform, the team has centralized its sourcing activities and introduced a consistent, transparent process across the organization. Direct, Indirect, and Logistics now see measurable savings, stronger project management, and faster cycle times. The team also plans to expand its use of the platform for supplier data collection and RFIs.

Additionally, Arkestro standardizes the supplier questions and data collected during the RFX process. In healthcare, where strict regulatory questions are mandatory, the platform ensures every quote from a supplier meets audit requirements.

RESULTS

In the first month alone, the company managed \$29.6 million in spend through the Arkestro platform and identified more than \$4.1 million in savings, an average reduction of 20 percent across key categories. 30 users have already been trained and are actively using the platform.



\$29.6M in managed spend



\$4.1M+ in savings identified in 1 month



Total of \$25M+ in identified savings



20% average savings



30 users trained

**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.