



# Embracing AI and Predictive Procurement to Overcome Industry Challenges

Today's procurement teams are faced with a host of challenges: Managing more spend with fewer headcount. Dramatically improving the internal customer experience and supplier experience. Enhancing supplier performance. Balancing conflicting priorities and delivering year-over-year cost reductions.

Fortunately, procurement teams can overcome these challenges — but they need higher-quality procurement data and optimized procurement processes to make it happen.

Arkestro Founder and CSO, Edmund Zagorin, tackles how to improve data quality, leverage attribution frameworks, and optimize cadence and tempo to increase cost savings in his “The Devil’s in the Details” series from Forbes Technology Council. The following are some quick takeaways from the articles.



## Turning Low-Quality Procurement Data Into High-Impact Cost Reductions

Many organizations are plagued by data silos and disparate systems that lack the visibility, communication, and collaboration needed to win cost reductions. Though low-quality, item-level procurement data is holding them back, it also represents a major opportunity for cost savings once they get it right.

## The Role of Cost Savings Attribution in Procurement

For many procurement organizations, the hardest part of improving data quality is getting started. Item-level data quality may be so poor — especially at the plant level — that the task seems insurmountable.

Here's where [attribution mapping](#) comes in. Tracing the source of data quality issues can create immense cost savings by pointing to the features of a given dataset that need more attention.

***Predictive and generative AI can help procurement teams resolve these data quality issues, allowing for long-term sustainable margin improvement. These technologies can clean large sets of item master data in seconds, offering a more accurate picture of how items should be categorized, measured, segmented, and more. Such tools can also be used to create a framework for producing higher-quality data for lasting benefits.***

## Optimizing Order Cadence and Tempo to Achieve Procurement Savings

Cadence and tempo have the potential to greatly impact cost, efficiency, and supplier relationships in procurement management. In an ideal world, cadence and tempo strike a careful balance between being agile and flexible vs. deliberate and cautious. But in reality, many procurement teams struggle to achieve the right balance, often facing delays due to complex processes.

*There are solutions, like Arkestro, that help procurement leaders get their order cadence and tempo under control, be more prepared for disruption, and achieve procurement savings.*

To read about these challenges in more detail, [view our blogpost here:](#)



## About Arkestro

Founded in 2017, Arkestro's Predictive Procurement Orchestration (PPO), taps into the power of behavioral science, game theory and machine learning to help companies make their best buying decisions faster across all addressable spend. Top enterprises leverage Arkestro to confidently optimize their procurement cycles with direct actions and clear recommendations, managing spend at scale without increasing headcount. See Arkestro in action at [arkestro.com](https://www.arkestro.com).



Ready to see how real-time recommendations can amplify your procurement team's impact? **Let's talk.**

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