



Arkestro names Neil Lustig as new CEO, founder Edmund Zagorin becomes Chief Strategy Officer

(San Francisco, CA) February 1, 2023. Arkestro, the leading Predictive Procurement Orchestration platform announced today that the company's current President and COO Neil Lustig will move into the role of CEO, while Arkestro's founder and board member Edmund Zagorin will move into the new role of Chief Strategy Officer.

"Neil has 25+ years experience scaling market leading enterprise technologies," wrote Arkestro's founder Edmund Zagorin in a [LinkedIn post](#) announcing the change. "Since joining as President & COO last year, Neil has worked with our customers, bonded with our team and driven a slew of high-impact projects and initiatives as we have scaled our org. We're excited to watch the company continue to grow under Neil's leadership as CEO."

"Enterprise customers are seeing that Arkestro's embedded approach to predictive procurement orchestration has transformational impact," said Neil Lustig. "As CEO, I'll continue to make sure we put customers at the heart of everything we do, helping them leverage the benefits of Arkestro's unique combination of predictive models, machine learning, and behavioral science."

Zagorin also shared his excitement about the company's future: "When I started working on Arkestro (then Bid Ops) in 2017, I had a strong conviction that machine learning and behavioral science would fundamentally change the way procurement teams and suppliers agreed on the price and terms of deals. Seeing Arkestro's growth over the last 18 months has been a profoundly thrilling, humbling and transformational experience. I am as bullish as I've ever been about the power of predictive procurement as we head into the next chapter."

Rob DeSantis, Arkestro's co-founder and board member who co-founded Ariba (now SAP Spend Intelligence) remarked of the new CEO: "Neil is an experienced executive in scaling successful enterprise-focused startup companies and I join Edmund in welcoming Neil as our new CEO. This is a win for every Arkestrian and a win for Arkestro's customers."