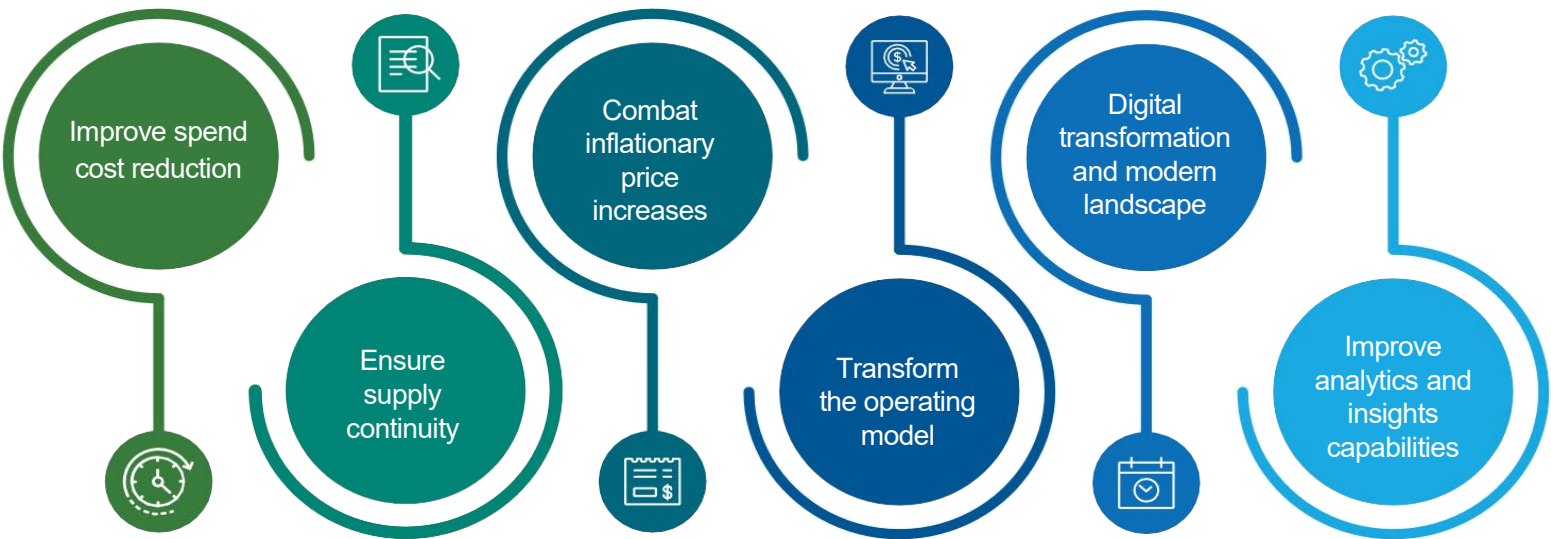


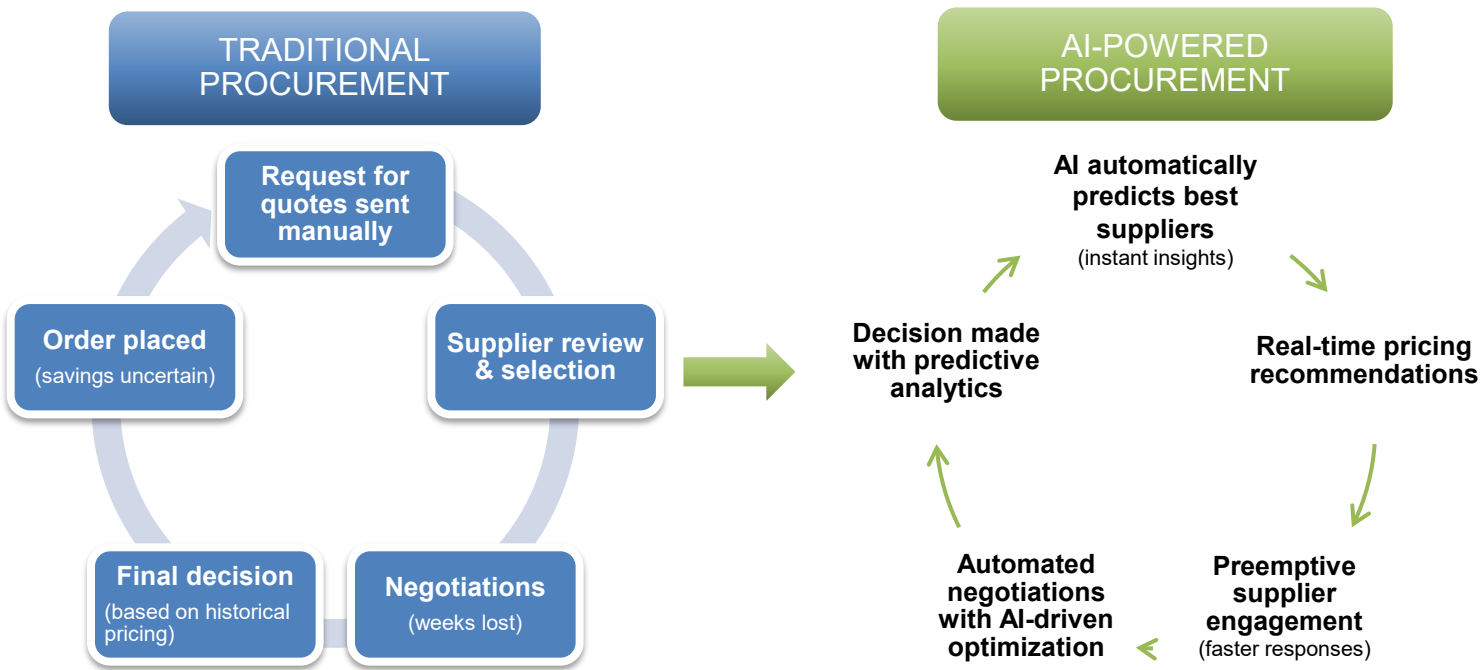
Predictive Procurement: Driving Faster Decisions and Bigger Wins

2025 TOP PRIORITIES FOR PROCUREMENT



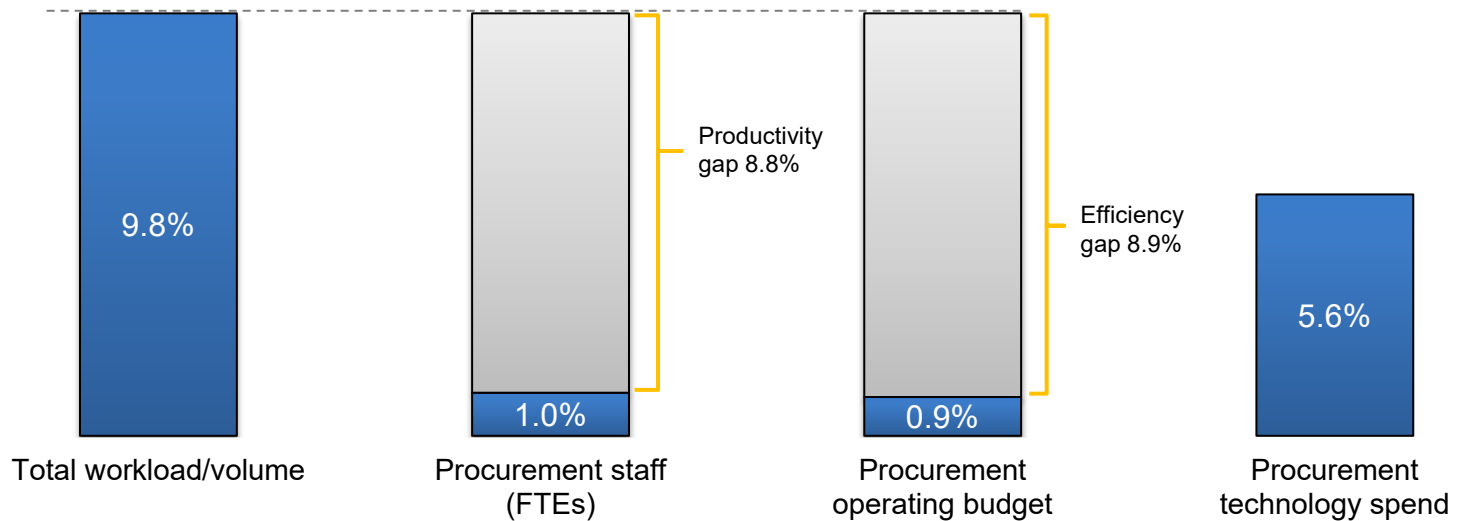
Source: The Hackett Group 2025 Procurement Agenda and Key Issues Study

COMPANIES ARE SHIFTING AWAY FROM THE TRADITIONAL PROCUREMENT MODEL



Traditional procurement faces challenges that hinder efficiency and decision-making: manual processes, uncertain savings, slow responses and lack of real-time insights. AI-powered procurement methods offer faster, predictive and real-time insights.

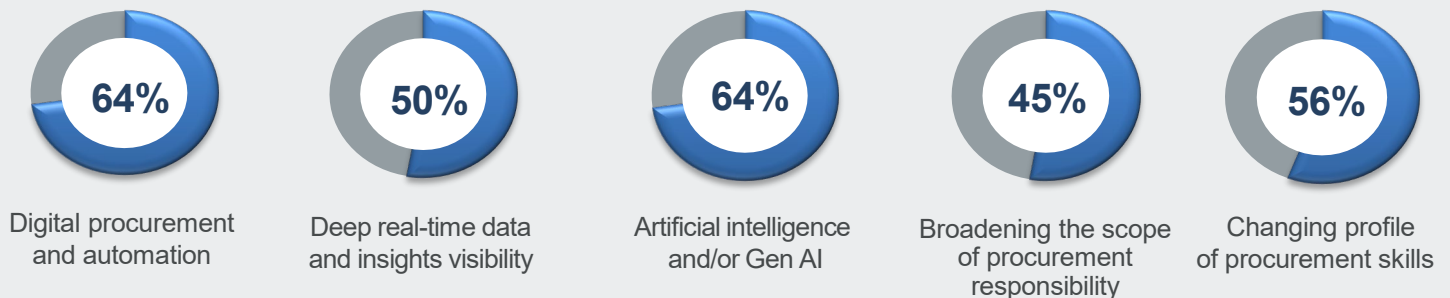
Procurement's workload is predicted to increase by 9.8% in 2025, but with only a marginal increase in headcount and operating budget



Source: The Hackett Group 2025 Procurement Agenda and Key Issues Study

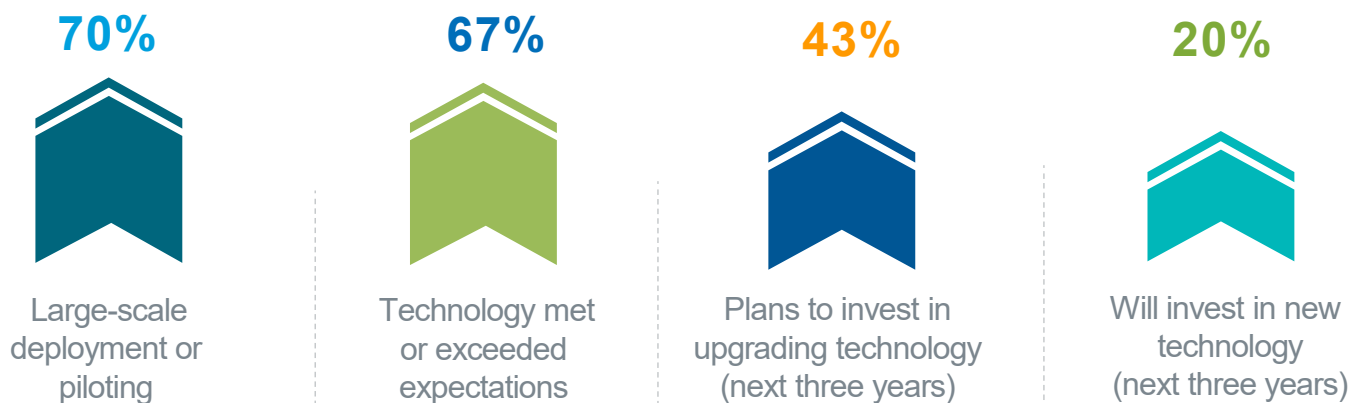
WHAT PROCUREMENT IS DOING TO ENSURE SUCCESS

Procurement trends with a transformational impact



Source: The Hackett Group 2025 Procurement Agenda and Key Issues Study

E-SOURCING TECHNOLOGY ADOPTION AND BUSINESS REALIZATION



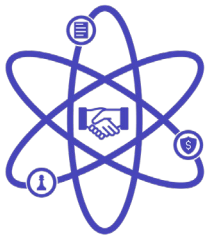
Source: The Hackett Group 2025 Procurement Agenda and Key Issues Study

Organizations are acknowledging the strategic importance of transformational trends and e-sourcing technology in the predictive procurement environment, as it reduces cycle time, boosts efficiency, increases productivity and improves overall procurement outcomes.

Arkestro's predictive procurement platform leverages three core sciences

- **Negotiation science** – uses AI to design data-backed negotiation strategies
- **Supplier science** – focuses on intelligent supplier selection and engagement
- **Process science** – automates workflows to enhance procurement efficiency

Seizing the opportunity with predictive procurement



Negotiation science

Fact-based strategies that secure better pricing and faster terms

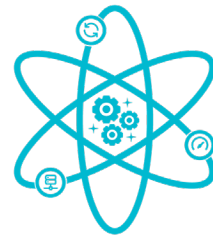
Influences 3x more spend. Procurement teams expand impact beyond high-priority purchases, optimizing all types of spend.



Supplier science

AI-powered supplier selection and engagement for maximum impact

Risk proactively mitigated. Supplier diversification, market-beating pricing, and automated compliance ensure enterprises stay resilient in unpredictable markets.



Process science

Automated workflows accelerate procurement cycles without extra effort

Stronger supplier relationships. Intelligent counteroffers & built-in feedback loops foster transparent collaboration, driving better supplier alignment and long-term value.

Higher savings

Average 18.8% on each \$1M of spend

Accelerated negotiations

60% faster cycle times

Confident decisions

No more guesswork, just data-backed strategies



arkestro

Game Changing Procurement



[Arkestro | The Predictive Procurement Platform](#)

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