



Westfall Technik's Procurement Process

with Arkestro

1

Aggregate and specify demand



2

Identify potential suppliers



3

Simulate quotes from all potential suppliers using predictive modeling techniques



4

Shortlist and qualify suppliers using both history of supplier relationship and simulation



5

Invite qualified suppliers and propose suggested offers



6

Provide SKU-level feedback and enable suppliers to revise final offers



7

Award business to one or more suppliers based on total value, incorporating quote price and other relevant factors



Learn how Arkestro helped Westfall Technik to make data driven decisions at arkestro.com.