



# Transforming Procurement with Predictive Procurement for Financial Services

Arkestro isn't another procurement system—it's a Predictive Procurement Platform that redefines how sourcing decisions are made. By combining game theory, behavioral science, and AI-driven insights, Arkestro predicts optimal pricing and automates negotiations to deliver market-efficient outcomes. Unlike traditional tools, Arkestro transforms procurement into a data-powered strategic advantage that delivers unprecedented efficiency, accelerated cycle times and cost savings that were previously unattainable.

Each metric in Speed, Scale, and Time to Value demonstrates measurable, immediate, and broad-based results:

## Speed:

Arkestro **cuts sourcing cycles from weeks to hours**. 75% of customers achieved a 50%+ reduction in sourcing time, completing sourcing projects in as little as 48 hours—a timeline unmatched by traditional procurement approaches.

## Scale:

Within 60 days, Arkestro customers unlock 16% cost savings across numerous spend categories. The platform **enables scaling predictive negotiations across thousands of suppliers and billions of spend**, driving sustainable, measurable cost advantages.

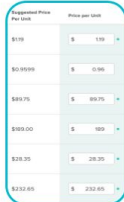
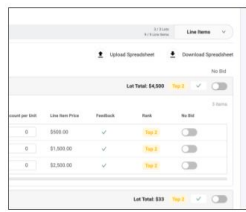
## Time to Value:

Arkestro customers consistently see savings within 2 weeks and a **measurable ROI within 60 days or less**, helping financial institutions transform procurement into a value-driving function. Over the past year, customers have achieved a 16% average cost reduction across both indirect and direct spend categories.

## The Paradigm Shift:

Arkestro changes the way Suppliers and Buyers interact, leveraging suggested pricing, game theory and automated feedback to suppliers to deliver true market pricing that enables millions in savings faster than ever before.

**Arkestro Suggested Offers**

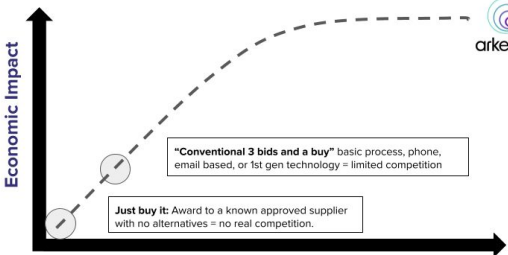



**Instant Feedback & Counter Offers to Suppliers Delivers Faster 'Best and Finals' with Less Data Entry**

**Arkestro:** Price anchoring, smart baselines, dynamic feedback, a broader competitive field, structured multi-round events driven by intelligent automation drive faster execution

**Core Arkestro differentiators:**

- ☑ Average ROI <60 days
- ☑ Scale Market Competitive Pricing Across All Spend
- ☑ Speed & Ease of Use
- ☑ Radically Improve the Buyer Experience



**Economic Impact**

**"Conventional 3 bids and a buy"** basic process, phone, email based, or 1st gen technology = limited competition

**Just buy it:** Award to a known approved supplier with no alternatives = no real competition.

Arkestro empowers leading financial institutions to turn procurement into a strategic value driver. By enabling sourcing teams to act faster, smarter, and at scale, Arkestro ensures no opportunities are missed. The result? Significant cycle time reductions and cost savings, improved supplier relationships, and competitive advantages that drive financial performance. With Arkestro, you stop leaving money on the table—and start setting the standard for procurement excellence.

*"Arkestro redefines procurement by making it predictive, proactive, and results-driven. Financial services organizations rely on Arkestro to achieve strategic sourcing goals, increase productivity and spend under management, all while delivering measurable value faster than traditional tools ever could. This is the future of procurement—and it's happening today with Arkestro."*

- Jack Miles, Executive Advisor



For additional information contact us  
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