

Draka Holdings Selects Zycus for Global Spend Management

Leading cable company seeks to improve category management through better spend visibility, contract compliance

AMSTERDAM, NETHERLANDS., May 12, 2009- [Zycus](#), a world leader in Spend Management solutions, today announced that Draka Holdings, a leading cable company worldwide, has selected Zycus for [Spend Analysis](#) as part of a global category management initiative.

Engaged in the development, production and sale of cable and cable systems for aircraft, wind turbines, telecommunications and other applications, Draka has locations in 30 countries and provides its customers with global expertise at the local level. The 9,000-employee company has about 3.0-billion Euros in revenue.

“Draka was very impressed with Zycus’ flexibility, and their responsiveness was a key factor in our selection,” said Robert Van Motman, Draka’s Director of Procurement. “Zycus is helping us achieve our key goals of managing categories on the global level more effectively and running successful sourcing events. We also expect process improvements through the automation and standardized view of spend analysis across the enterprise.”

Specifically, Draka desired continuous in-depth visibility of its spend, both at the transactional and category levels. It also wanted to increase contract compliance and track savings. Draka has about 50 purchasing organizations working relatively independent of each other. That has led them to create a corporate procurement department that will implement global category management in areas such as polymers, indirect goods and services, packaging/freight, and capital expenditures/maintenance.

“Like many organizations today, Draka is looking to Zycus to provide solutions that enable global visibility to help them achieve accelerated savings in a very competitive economic scenario,” said Anurag Dixit, Vice President of Marketing at Zycus. Zycus’ easy-to-use solutions will enable rapid and broad user adoption required for Draka to achieve sustainable saving over the long term.”

About Zycus

Zycus continues to deliver on its heritage of providing best-in-class [spend management](#) solutions that are world renowned for delivering an accelerated return on investment through superior user adoption creating Maximized Savings. Zycus’ solutions are built from the ground up combining cutting-edge technology and domain expertise, enabling higher performance and sustainable value to organizations worldwide. Zycus provides global spend management solutions to more

than 150 leading Fortune 1000 customers that consider spend management software, processes and technology strategic to their competitive advantage. Zycus Spend Management solutions automate and streamline the processes of [spend analysis](#), [strategic sourcing](#) and [contract management](#).

With more than 150 global proven implementations, Zycus' solutions have emerged as the global favorite. Zycus has more than 250 employees across North America, Europe and the Asia-Pacific region. To learn more about Zycus, e-mail information@zycus.com or visit www.zycus.com.

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