

ZYCUS[™]

PROCURE PERFORMANCE

Zycus Media Kit

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- Company Overview
- Solution Suite
- Global Presence
- Customers
- Leadership
- Analyst Testimonials
- Horizon
- Contact



Company Overview

Zycus is committed to positioning procurement at the heart of business performance. With our spirit of innovation and a passion to help procurement create even greater business impact, we have evolved our portfolio to a complete Source-to-Pay suite of procurement performance solutions - [Spend Analysis](#), [eSourcing](#), [Contract Management](#), [Supplier Management](#), [eProcurement](#), [eInvoicing](#) and [Financial Savings Management](#).

Behind every Zycus solution stands an organization that possesses deep, detailed procurement expertise and a sharp focus on being responsive to customers. We see each customer as a partner in innovation and no client is too small to deserve our attention.



Global Customers

- 200+ leading Fortune 1000 customers across 20 countries



Global Presence

- Global presence with 600+ employees across US, Europe & Asia Pacific

FLEXIBILITY **UNIQUE**
RESPONSIVENESS **TECHNOLOGY**
SINGLE PROVIDER **ENGINE**
GLOBAL
BEST-IN-CLASS SAAS
SAVINGS REALIZATION **EASE OF USE**
COMPETITIVENESS
ACCELERATE ROI

Zycus Source-to-Pay Procurement Software Suite

We want businesses to experience the 'Power of Procurement' through our suite of source-to-pay procurement solutions.

With the role of procurement evolving from being a tactical function to making a strategic impact on business performance, Zycus' upstream and downstream procurement software solutions become all the more relevant. Named a 'Leader' in the Gartner Magic Quadrant 2013, we lay out comprehensive and powerful procurement technology that goes beyond automation, and aids you in all your procurement decision making.



Zycus` Worldwide Presence



"The real time updates (Dashboard by Group) which we used to update quartely, now with the help of Zycus we are updating it weekly."

Ron Koepke
 Director of Global Material Costing, Plexus

"What I like about Zycus is that it has a procurement centric solution that is fast, flexible and very friendly."

Christian Merizalde,
 The Mosaic Company

"If you say to the guy at zycus that "Oh this is wrong I know it should be categorized this way but it really should be this", it actually learns it, next quarter it will put it where you told it to go."

Stephen M. Hughes
 VP, Supply Chain Management,
 Vertis Communications

Few of our Customers



SIEMENS



Our transformation was facilitated not only by Zycus' **UNIQUE TECHNOLOGY ENGINE** but by... superb customer service and the EASE OF USE of their solution

- Sigma Aldrich

We have made mandatory to use Zycus unless there is some special exceptions, and approval has to be taken for not using Zycus in these exceptions.

- Asif Sulaiman, Sr. Manager

Corporate Purchasing, US Airways

Zycus' solution was an ideal choice as they provide **BEST-IN-CLASS SAAS** solutions that are easy to use

- Orkla ASA

Leadership



Aatish Dedhia
Chief Executive Officer

Aatish defines the road map for all technology and innovation at Zycus. With a vision to leverage technology to solve business problems Aatish started Zycus in 1998. Under his dynamic leadership Zycus has created a global footprint as a leading provider of Procurement Performance Solution with successful deployments in over 200 organizations across 20 countries. Prior to Zycus, Aatish worked with Intel Corporation in the United States and was part of the core design team for the Pentium-II processor.

Carl McCauley

Senior Vice president- Sales, North America

Carl leads the way for developing strategic relationships and creating high performance sales teams in North America. He has over 20 years of experience. Prior to Zycus he was a part of AFS technologies Inc. where he led the sales and marketing team as Senior Vice President of Sales & Marketing for the Supply Chain Management Division before which he led the sales growth of Metricstream Inc which grew rapidly by 50% YoY under his leadership.



Richard Waugh
Vice President - Corporate Development

Richard leads strategic initiatives in the areas of new product introduction, market development, thought leadership, analyst relations, and strategic partner development programs. Richard has an extensive background in B2B E-Commerce, going back to his early career at GE, where he helped launch GE'S Trading Process Network (TPN), the first on-line Marketplace for Sourcing and Procurement in the mid 1990's. He was Co-founder of B2eMarkets, one of the first SaaS (Software as a Service) Sourcing Suite providers and later covered the Supply Management market as an Industry Analyst for the Aberdeen Group.

Analyst Quotes

"Today, the individual components of Zycus' suite include not only e-sourcing, but also a range of other areas: basic optimization, supplier performance management, supplier management, contract management, total cost modeling and savings tracking/implementation. Indeed, they've moved recently into the P2P marketplace as well, making them one of the providers with the broadest product range in our industry."

Peter Smith
Editor & Co. MD
Spend Matters Europe/UK

In fact, within the sourcing, supplier management and contract management universe, Zycus is really the only vendor we're aware of that's released a suite essentially built around a simplified design philosophy.

Jason Busch
Managing Director,
Azul Partners Inc.

Companies managing numerous categories with volatile price components should consider using solutions like those found in Zycus' procurement performance suite which help category managers track commodity pricing shifts and model the impact of these shifts on budgets and savings.

Andrew Bartolini
Managing partner & Chief Research Officer,
Ardent Partners / CPO Rising



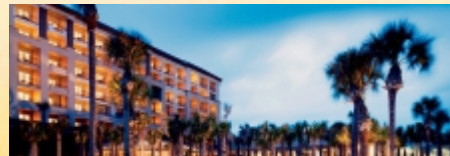
Keynote Speaker
Capt. Richard Phillips



WHAT

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Horizon provides a unique platform to share your views on the latest trends with some of procurement & supply chain's leading practitioners, analysts and thought leaders. It also provides a chance to meet 250-plus forward-looking procurement executives and experts who will define the road map for procurement performance and innovation for business enterprises globally



WHERE

...

A 3D/2N event at the prestigious Ritz-Carlton Hotel, Amelia Islands. Ranked as one of the best island destinations of Florida, Amelia Island with its pristine beaches and quaint charm offers an experience that's uniquely Floridian. Evening beach party, Music, Dance, Exquisite food & drinks.. it doesnt get better



WHEN

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09th 10th 11th
NOVEMBER 2014

Connect now

We create a number of whitepapers, research reports, eBooks and also conduct procurement knowledge focussed webinars on a regular basis. We would welcome the opportunity to provide content for your reference and to also partner with your publication for collaborating for creating content.

You can access our Knowledge Hub and the upcoming webinars by [clicking here](#)

Follow us on:



To read the latest stories about Zycus, do visit [Zycus' Pressroom](#)

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