

ONE OF THE LARGEST ASIAN FINANCIAL INSTITUTIONS
EMBRACES CLOUD FOR THE FIRST TIME, WITH ZYCUS!

ABOUT THE COMPANY

The client is one of the leading brands in Asia, and among world's 100 most valuable financial brands. The company's network spans across key Asian countries and global financial centres. They have a network of 1K+ retail branches worldwide and 30K+ employees.

The Challenge:

The client had declared a war against compounding cost arising out of age-old manual systems, long process cycles and rigidity to transform. Being in a highly regulated environment, the client needed greater control and governance on their processes. However, in spite of 3 years of efforts to overcome these challenges, approximately \$10 Bn of non-payroll spend remained largely decentralized with limited visibility across the source to pay cycle. As a consequence, the business users complained about long lead time in fulfilment of their sourcing requirements.

The Complication:

In addition to the systems support team and business analysts who were tasked with aggregation and analysis of data from various systems.

The core spend management procurement and accounts payable had grown by 25%, This was in addition to the cost associated with the systems support team and business analysts who were tasked with aggregation and analysis of data from various systems.

They also had a major challenge in the existing procurement structure

– **they had never used a cloud solution before!** Managing extensive compliance regulations and security risks was also a time-consuming process.

25%

The core spends management,
procurement and accounts
payables had grown by 25%

There was an urgent need to transform their entire S2P cycle with solutions



ZYCUS' SUCCESS ENABLERS

Zycus' team including sales, presales and business development displayed immense patience understanding the client's insecurities and fears in detail as this was their 1st ever cloud adoption after being in business for over 40 years. **Zycus' presales team spent close to 6 months addressing every single IT security and risk concern raised by client's IT team.** Moreover, end users had already appreciated Zycus' ease of use and comprehensiveness of the solution showcased through the customized demo sessions.

A Three-committee Scrutiny Process Was Extensive And Evaluated Zycus Stringently.



IT Committee



Task Force Committee
(Combination of IT, Procurement, Risk,
Finance and Treasury members)



Executive Committee



Zycus' **domain expertise, comprehensive S2P solution** and **team's understanding of the client's needs** led to selection by all the three committees that had to approve the final selection.



Director, Contract Management & Governance – played a pivotal role in the entire selection process as he identified that Zycus would deliver **6.5-8x RoI in year 1 itself**

The Win Factors



(9/10)

Ease of use



(10/10)

Integrated Risk mitigation



(9/10)

Functional fitment

In addition to the above quantifiable measures, other softer factors such as **extensive collaboration, strong relationships, and ability to delight the customer** with amazing post-sales network and service were crucial to selection of Zycus over 6 global competitors.

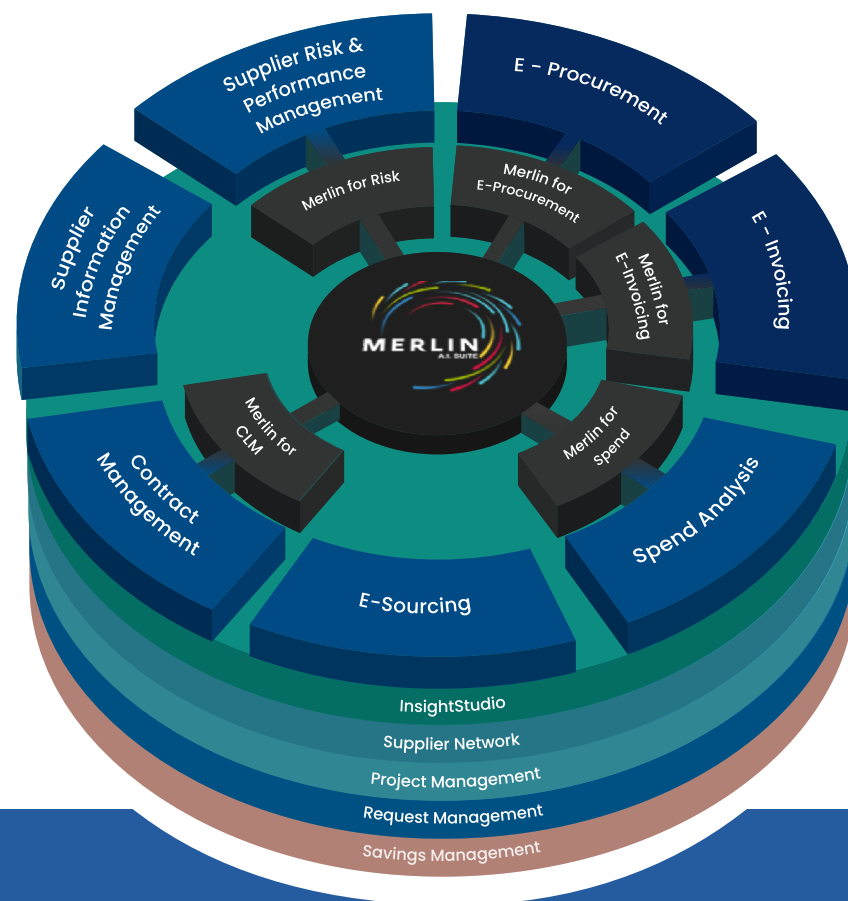


Disclaimer: This win story intends to showcase an approach to solve various procurement challenges and a potential RoI. The data points are hypothetical and description is not attributable to any particular organization.



Zycus is a leading global provider of A.I. powered Source-to-Pay suite of procurement performance solutions. Our comprehensive product portfolio includes applications for both strategic and operational aspects of procurement- eProcurement, eInvoicing, Spend Analysis, eSourcing, Contract Management, Supplier Management, Financial Savings Management, Project Management, Request Management and Merlin A.I. Suite. The Merlin A.I. Suite is a unique platform consisting of pre-packaged intelligent BOTs to automate run-of-the-mill procurement and A.P. tasks with smart, predictive suggestions.

Our spirit of innovation and our passion for helping procurement create greater business impact are reflected among the hundreds of procurement solution deployments that we have undertaken over the years. We are proud to have as our clients, some of the best-of-breed companies across verticals like Manufacturing, Automotives, Banking and Finance, Oil and Gas, Food Processing, Electronics, Telecommunications, Chemicals, Health and Pharma, Education and more.



USA	Princeton: 103 Carnegie Center, Suite 321, Princeton, New Jersey, United States, 08540 Ph: 609-799-5664
	Chicago: 5600 N River Road, Suite 800 Rosemont, IL 60018 Ph: 847-993-3180
	Atlanta: 555 North Point Center East; 4th Floor, Alpharetta, GA 30022 Ph: 678-366-5000
UK	London: Regus - Reading, Office No 335, 400 Thames Valley Park Drive Reading, Berkshire, England, United Kingdom, RG6 1PT +44 (0)808 189 0327 +44 (0)808 189 1423
NETHERLANDS	Amsterdam: Zycus Infotech Netherlands B.V, REGUS, Herengracht 282, 1016BX Amsterdam, The Netherlands
ASIA	Mumbai: Plot No. GJ-07, Seepz++, Seepz SEZ, Andheri (East), Mumbai - 400 096 Ph: +91-22-66407676 Plot No. GJ - 03, Seepz++, Seepz SEZ Andheri (East), Mumbai 400 096 Ph: +91-22-66407676
	Pune: Pride Purple Accord, 2nd Floor 205/208, Above Vijay Sales, Next to Hotel Mahableshwar, Baner Road, Pune - 411045 Ph: +91-22-66407676
	Bangalore: 6th floor, Garnet Building, Bagmane Developers Pvt Ltd-SEZ II, Bagmane World Technology Centre, Mahadevapura, KR Puram Hobli, Marathahalli Outer Ring Road, Bengaluru (Bangalore), Karnataka, Bengaluru, 560048
AUSTRALIA	Melbourne: Level 9, 440 Collins Street, Melbourne VIC 3000
MIDDLE EAST	Dubai: Unit EX - 20 , Building No 12 , Dubai Internet City, Dubai , UAE , PO BOX No. 73000
SOUTH EAST	Singapore: 101 Cecil Street, #20-11, Tong ENG Building - 069533