

6 INDUSTRIES UNIQUE STORIES



PROCUREMENT TRANSFORMATION: SUCCESS STORIES

Detailed Implementation Stories on How Zycus helped in Solving Procurement Problems Worldwide

About the Company

The client is a Dutch brewing company, founded in Amsterdam. As of 2020, the client owns over 165 breweries in more than 70 countries. It markets and sells more than 300 brands over 190 countries and employs approximately 85000 people.

Business Objective

- Avail an all-in-one platform to manage our complex global supplier base
- Implement a single global team to support the spend areas and provide solution-expertise
- Build a knowledge hub for procurement projects, bids, auctions, contracts and supplier information management

Challenges

- Laborious tasks stretched sourcing cycles
- Lack of Flexibility in Solution
- Lack of ease of using the tool when it comes to handling BULK contracts

Zycus Solution Footprint

iConsole, iContract, iPerform, iSource, iSupplier, ZSN

Facts and Figures

85217

suppliers

uploaded on iSupplier

21602

Contracts

uploaded on iContract

2000+

Business Users

million dollars

Average Savings

(in amount or %)

per Sourcing Event

Business Impact

-
- Zycus helped in zeroing on the best set of suppliers with reduced cost and better pricing
- Helped in increasing the flexibility of the system which significantly improved the overall ROI
- Created multiple automations for iSupplier and iContract specifically for the client

About the Company

The client is an American multinational confectionery, food and beverage company which employs about 107,000 people around the world. The company manufactures chocolates, biscuits, gum, confectionary and powdered beverages. The company has an annual revenue of about \$30 billion and operates in approximately 165 countries.

Business Objective

- Manage a global multi-language contract management scenario
- Avail a one stop shop for a complex global supplier base
- Implement a single global team to support the spend areas, provide tool expertise and know-how
- Develop a global knowledge hub for procurement projects, bids, auctions, contracts, and supplier information management.

Challenges in Existing Procurement Structure

- Time consuming processes due to manual sourcing and supplier management
- Lack of automation to manage complex global sourcing projects
- Outdated technology used for contract management
- Poor adoption of the existing contract management solution
- Absence of a solution that can support CDN (Content Delivery Network)
- Lack of contract & sourcing compliance

Facts and Figures

21880

contracts

uploaded in iContract

37101

suppliers

uploaded in iSupplier

1896

events

conducted in iSource

938

distinct global users

92

Bus catered to

Zycus Solution

iContract, iSupplier, iSource.

Business Impact

- Reduced cost & increased efficiency as a result of combining onsite and offshore resources
- Smoother processes with designated onsite Zycus Regional Customer Success Manager
- Increased competencies with 'Train the Trainer' sessions across the globe

About the Company

The client is a leading multinational investment banking and financial services corporation with 200 million+ customers, 250,000+ employees and presence in more than 160 countries. The company offers a range of financial products and services which include consumer banking and credit, corporate and investment banking, securities brokerage and wealth management services to consumers, corporations and government.

Business Objective

- Identify new strategic savings opportunities that exceed the savings derived from regular contract renewals
- Foster action-oriented analytics to help build strategic observations, highlight opportunities, provide robust governance and accurate reporting of achievements across all regions, businesses and functions
- Accelerate digitization of the procurement platform by leveraging available technology
- Increase overall procurement ROI by delivering against aggressive savings targets and at the same time, leveraging resource and location strategies to increase the operational efficiency

Challenges in the Existing Procurement Structure

- Non-alignment to business needs and inability to identify new strategic savings opportunities
- Lack of action oriented analytics for strategic insights into opportunities for efficient improvement

Facts and Figures

21880
million of run-rate
savings ROI
equivalent to 10x

\$2.3
million in
savings per
sourcing FTE

Zycus Solution

iAnalyze

Business Impact

- Enhanced flexibility and improved efficiency in procurement processes
- Increased visibility on supplier spend profiles across multiple regions, commodities, and business partners
- Extended scope of reporting to in-depth regional and country-specific reporting
- Standardized global analytics metrics for benchmarking

About the Company

Our client is one of the largest hotel companies in the world. It is into hospitality since last 80 years. It does business in more than 150 countries and employs over 18000+ employees.

Business Objective

- Migrate from a 'Silo-based' sourcing practice to a single, integrated Source- to-Pay SaaS Suite
- Bring 100% spend visibility across its entire global base of hotel properties
- Move from a paper-based requisition process to a scalable automated process
- Bring visibility into pricing and performance across its supplier network – from strategic global to regional and local suppliers
- Achieve significant cost, profitability, and customer-service advantages in all of its local markets

Challenges in the Existing Procurement Structure

- Manual requisitioning process with an inability to scale with new user addition to the system
- Sourcing automation not integrated with other procurement modules resulting in high turnaround time for procurement
- Inefficient workflow management
- Poor visibility into supplier performance leading to data governance issues

Facts and Figures

5500+

Total Users

100+

Rfxs Conducted

3000+

Suppliers Uploaded

2200+

Contracts Uploaded

1200+

Bus Catered To

15+

Languages Supported

Zycus Solution

iAnalyze, iSource, iContract, Supplier Management, Procure-to-Pay

Business Impact

- Seamlessly integrated Strategic Sourcing Suite
- Agile approach with end-to-end, transparent global process visibility
- Seamless ordering for non-standard services with an integrated Requisition- to-Quote process
- Consolidated Supplier Management and Data Governance
- Standardized processes with local language versions
- Automated workflow compliant with the audit processes. Provision of admin role per Hotel/Franchise which would now help control their own workflow
- Ability to leverage retroactive purchases for similar requirements at different locations.
- Responsive customer support and commitment to deliver client's unique requirements
- Comprehensive demonstration and P2P Statement of Work details was a groundbreaker

A 350-year-old conglomerate and one of the largest companies on the Norwegian Stock Exchange, Implements Zycus for Procurement Automation



About the Company

The client commenced operations around 1600s with mining operations. It has rapidly expanded in the past few decades into new business areas through mergers & acquisitions — The core businesses include Mining, Food Products and Financial Investments. Today, our client is one of the largest companies in Norway with 35,000 employees, operations in more than 40 countries, and revenues exceeding NOK 70 billion (10 billion USD). HQ: Norway

Business Objective

- Achieve growth and sustainable value creation in its industrial activities by creating a competitive advantage based upon a competent organization with a sound corporate culture.
- Create a spend analysis infrastructure that delivered superior, innovative, sustainable and long-term business benefits with measurable results.
- Initiate the leading edge approach to purchasing (LEAP) program to realize the savings potential in spend management.

Challenges in the Existing Procurement Structure

- The key issues included global competition, the emergence of private labels, and stagnating market development.
- Non-standard category definitions across organizations
- Lack of transparency across enterprise

Facts and Figures

\$100+
million saved

2
million transactions
each year

15,000
accounts

50,000
articles

40,000
suppliers

15
languages using
different scripts Diverse

Data Sources and Formats

37

ERP systems, 20 unique
ERP platforms,

Numerous “home-grown”

Zycus Solution

iAnalyze

Business Impact

- Zycus provided industry thought leadership and critical insights using Zycus’ artificial-intelligence based Spend Analysis solution to reveal and exploit the benefits of scale and facilitate the optimization of resources and knowledge across the organization.
- All spend was harmonized in a common sourcing hierarchy, providing transparency across companies.
- Data was collected and centralized at the transactional level, providing granular details for analysis.
- Zycus’ leading-edge solutions are designed to achieve secure and sustainable spend management control

About the Company

The client is a leading German automobile manufacturer specializing in high-performance sports cars, SUVs and sedans. It employs approximately 300 people who provide parts, service, marketing, and training for 186 dealers.

Business Objective

- Single source of truth for consolidated procurement data
- Seamless flow of information within an integrated solution suite
- Easy to use solutions encouraging adoption across business users along with procurement users
- Single platform which would provide visibility into projects to Porsche's top management
- Scalable solutions to increase spend under management

Challenges in the Existing Procurement Structure

- Contract Management
- Lack of authoring capabilities within existing solution
- Lack of redline tracking within existing solution eSourcing
- Time consuming & manual sourcing processes
- Lack of process compliance in sourcing events
- Lack of stakeholder buy-in Request Management
- Inefficiency due to manual tracking of requests
- Lack of automated conditional routing in approval workflows

Facts and Figures

1200+
contracts stored

80+
sourcing events
conducted

1700+
suppliers on iSupplier

45+
projects managed
in iManage

\$43Mn+
spend value of projects

\$15Mn+
total savings

Zycus Solution

iSource, iContract, iRequest, iManage, iSupplier

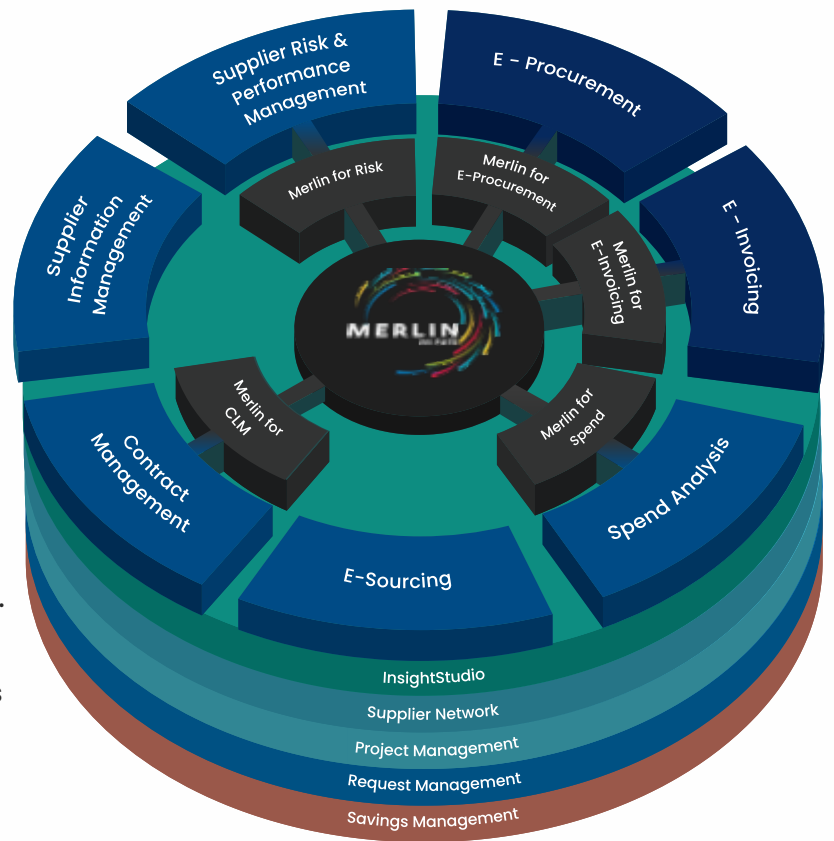
Business Impact

- Increased transparency and visibility of projects to all stakeholders
- Increased efficiency and productivity in procurement processes with automation
- Increased user adoption among business and procurement users
- Various contract types and sub-types created for procurement and legal users
- Effective use of contract summary replacing manual signatory process
- Integrated workflow management within iContract and iSource:
- Accelerated sourcing processes with increased process compliance

ABOUT US:

Zycus is the pioneer in Cognitive Procurement software and has been a trusted partner of choice for large global enterprises for two decades. Zycus has been consistently recognized by Gartner, Forrester, and other analysts for its Source to Pay integrated suite.

Zycus powers its S2P software with the revolutionary Merlin AI Suite. Merlin AI takes over the tactical tasks and empowers procurement and AP officers to focus on strategic projects; offers data-driven actionable insights for quicker and smarter decisions, and its conversational AI offers a B2C type user-experience to the end-users. Zycus helps enterprises drive real savings, reduce risks, and boost compliance, and its seamless, intuitive, and easy-to-use user interface ensures high adoption and value across the organization.



Start your #CognitiveProcurement journey with us, as you are #MeantforMore.

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