

ZYCUS ESOURCING SOLUTION

A comprehensive, easy-to-use solution for
enhancing sourcing performance

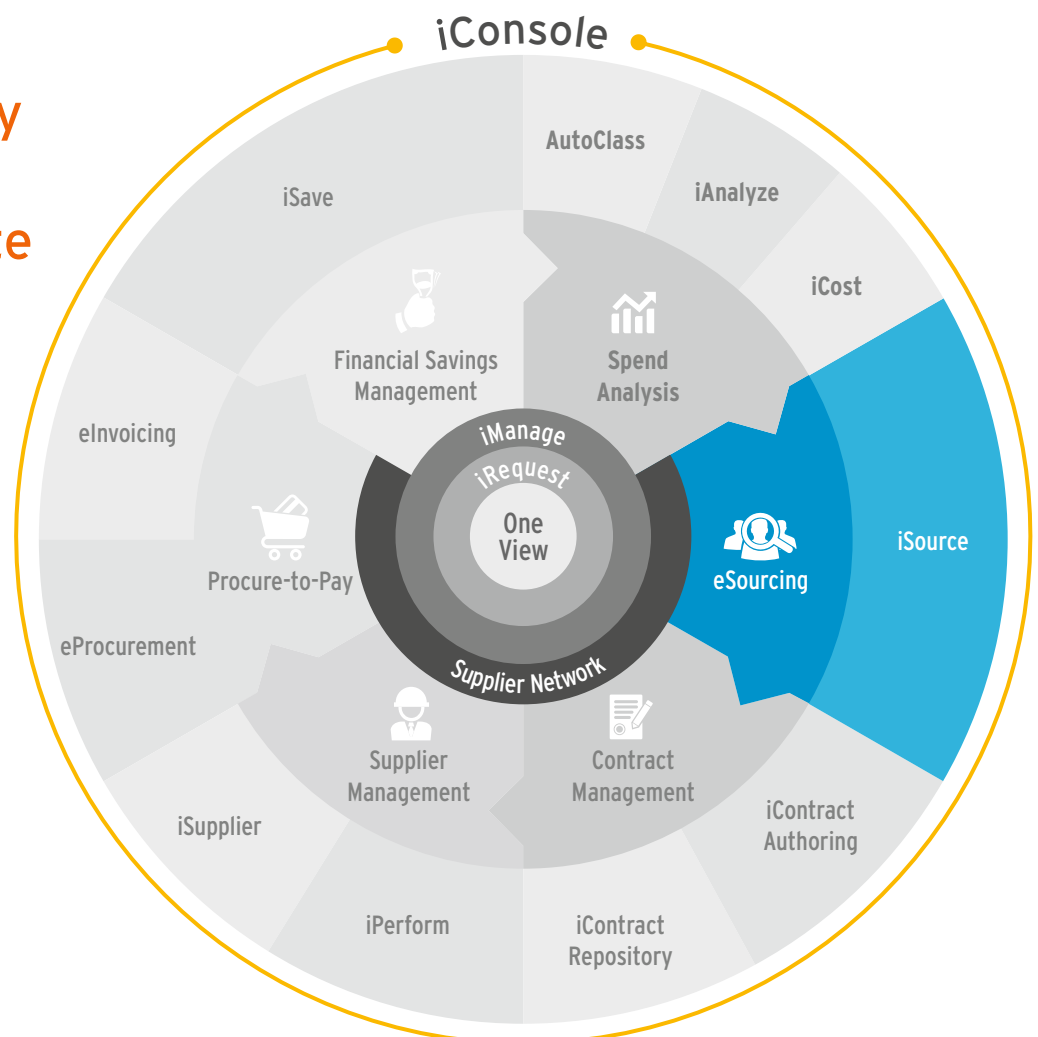
ZYCUS[™]



Zycus offers an easy-to-use eSourcing solution which facilitates sourcing automation, increases savings and facilitates quicker return on investment. With its advanced sourcing optimization features, Zycus eSourcing enhances the sourcing performance by:

- Reducing the sourcing cycle time through its robust and scalable eRfx engine to source both, simple and complex categories with ease
- Providing advanced features for supplier onboarding and scoring, bid optimization and comprehensive cost modeling

Zycus Source-to-Pay Procurement Software Suite



ESOURCING CHALLENGES MEET ZYCUS SOLUTIONS



Event Modelling

Complex sourcing events and aggregations can be difficult to manage and model effectively to meet set objectives. Zycus iSource simplifies the event modeling process through:

- Drag and drop item definition and one-click transfer of data to and from electronic spreadsheets
- Easy scalability for items sourced per event (allows 10,000+ lines items per sourcing event)
- Flexibility in modeling any type of cost breakdown for any spend category



Event Scheduling

Cumbersome manual processes often prohibit the ability to invite optimal numbers of qualified suppliers to participate in competitive bidding events. These challenges are answered by Zycus iSource, which

- Enables 200+ suppliers to participate in a sourcing event
- Includes e-forum function for communicating with suppliers
- Includes intuitive supplier side portal access for bidding from across the world
- Features in-built standard bid optimization scenarios (cherry picking, best one supplier, best two suppliers and leverage back)
- Supports flexible event scheduling with support for 25000+ questions in a single draft



Scoring & Analytics

The task of evaluating suppliers on qualitative, non-pricing-based parameters is simplified by Zycus iSource solution which features both, automated and manual scoring capabilities. The solution

- Allows collaborative and multi-parametric scoring
- Generates supplier rankings automatically
- Enables decision making under various business scenarios through its unique graphical 'what-if' modelling



Bid Analysis And Business Awarding

Analyzing large volume of supplier bids for identifying the optimum award scenario is very taxing and time consuming if done manually. iSource takes away the challenge by providing

- Pre-packaged optimized results for standard scenarios such as lowest cost by item, best one, and best two suppliers overall
- Flexibility to modify automated results based on sourcing manager's intelligence
- Ability to award business to one or multiple suppliers on the click of a button



Zycus demonstrates strong market understanding and its product offerings are highly thought of by its customer references compared with most other vendors in this Magic Quadrant

Gartner Magic Quadrant for Strategic Sourcing Application Suites 2018

ESOURCING INNOVATION

With its intense focus on customer-driven innovation and a central mission of positioning procurement at the heart of competitive business performance, Zycus has added an advanced module to its eSourcing Solution:



Quick Source

Quick Source provides a single page RFx creation capability to carry out simple and time-sensitive sourcing activities that contribute to the indirect spend.

CUSTOMER CASE STUDY

Client: A US based global provider of industrial automation power, control and information solutions



Sourcing Challenges

- A cumbersome and time-consuming process of managing sourcing events
- Large number of items (7000+) and suppliers (150+) to be managed in a single event
- High volume of sourcing events throughout the year



The iSource Advantage

- 65% reduction in the end-to-end sourcing cycle time - from approximately five months to just over a month
- High scalability enabled by specially designed features to handle high number of items and suppliers
- Easy modelling of complex cost breakdowns that allow sourcing of all categories
- Quicker ROI realized based on savings generated from competitive sourcing events



eSourcing usage metrics

- 220 power licenses
- 500+ concurrent logins including suppliers
- 15 or more events per month
- Primary categories sourced: Semiconductor parts, Packaging Materials, Stampings, Driver Bus Pass, Passives, Potting, Thermoplastic, Die Cut Rubber, Inbound Processing (ASN, barcoding, etc.), Marketing, etc.

Zycus is a very customer-centric organization and its customer references rate it highly for openness to product enhancements.

ZYCUS KEY BENEFITS

Easy to use single page RFx creation - as easy as writing an email to the supplier

No complex pricing table structure required to release an RFx

Creation of new potential suppliers on the fly while creating RFx

Audit on all spot-quote RFx events via Quick Source

Ability for the suppliers to respond to the RFx event from one click via the invitation email

Easy to use one page supplier response mechanism - ensuring the complete process is quick

Powerful search on Listing Page for accurate and fast results, and search suggestions based on historical data

Ability for supplier to add event level attachments

ZYCUS KEY FEATURES

Easy drag and drop RFx authoring

Comprehensive cost modeling

Ability to handle 10000+ line items per event

Collaborative scoring and approval workflows

Automated supplier ranking

Interactive 'what-if' evaluation

e-Auction with live monitoring

Comprehensive bid analysis with in-built bid optimization scenarios

Easy-to-use, single page RFx creation with Quick Source

Classic two-envelope bidding to avoid buyer-seller collusion and promote fair evaluation

Initiate contract creation during response analysis

About us

Zycus is a leading global provider of complete Source-to-Pay suite of procurement performance solutions. Our comprehensive product portfolio includes applications for both the strategic and the operational aspects of procurement - eProcurement, eInvoicing, Spend Analysis, eSourcing, Contract Management, Supplier Management and Financial Savings Management. Our spirit of innovation and our passion to help 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.



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