

# ZYCUS SPEND ANALYSIS SOLUTION

Actionable savings for enhanced procurement  
performance

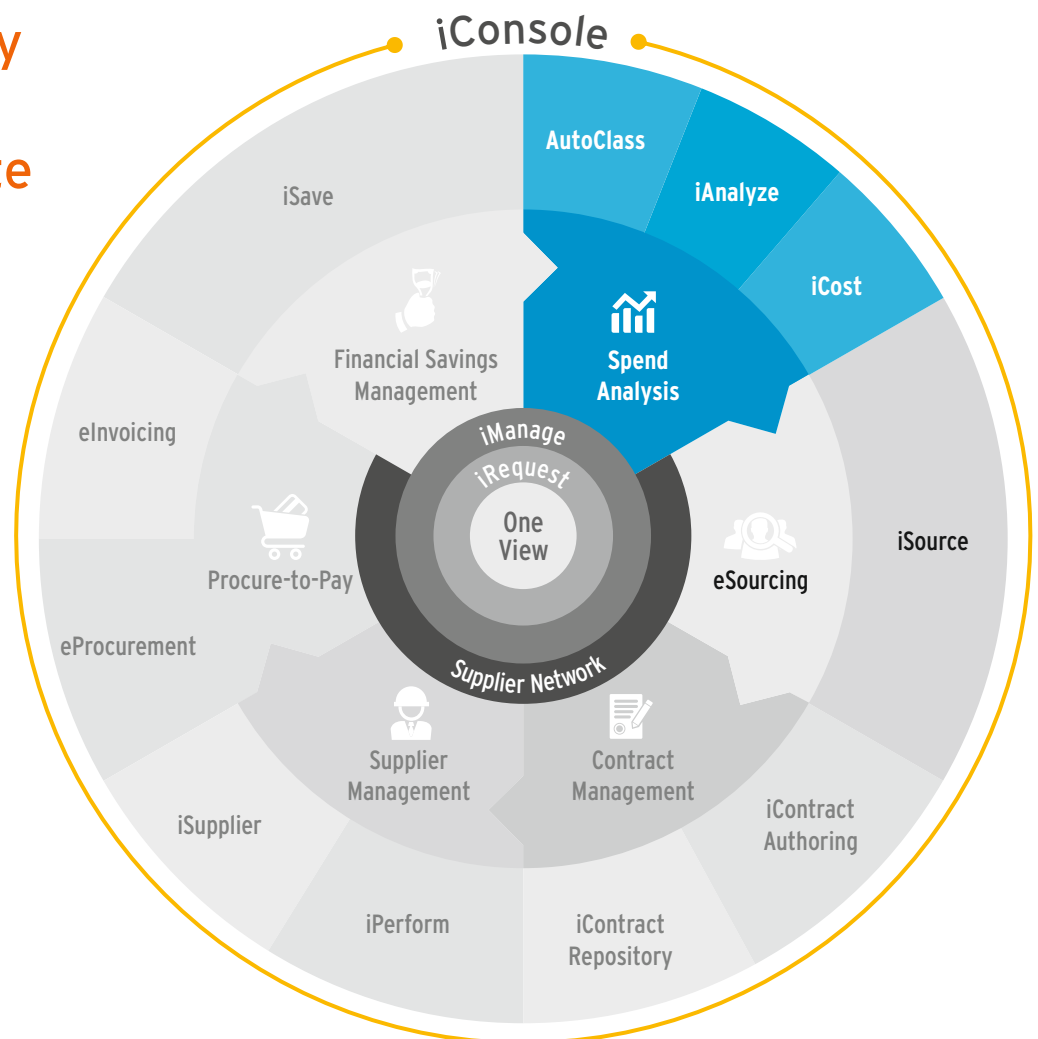
**ZYCUS™**



Zycus offers a spend analysis solution that facilitates sourcing performance, reduces maverick spend, increases compliance and generates savings. With its advanced Spend Analysis offerings, Zycus expands the performance improvement horizon by:

- Automating and accelerating identification of savings opportunities
- Synthesizing spend data with global market intelligence to aid competitive sourcing and supply management strategies

## Zycus Source-to-Pay Procurement Software Suite



# SPEND CHALLENGES MEET ZYCUS SOLUTIONS

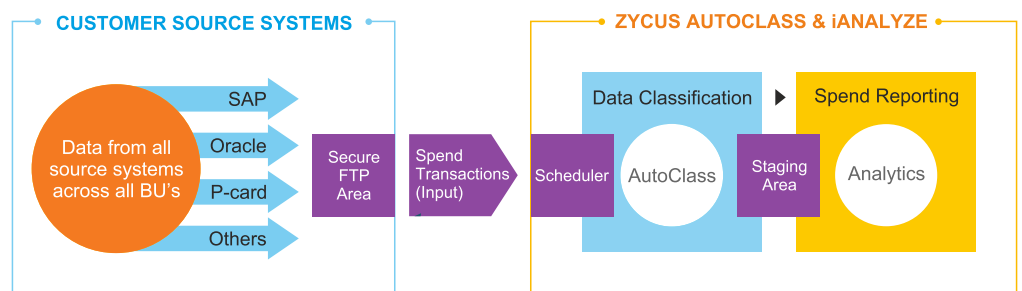
## Autoclass

### The Challenge

Manual spend data classification consumes valuable time and resources that are better spent on business-performance enhancing work.

### The Zycus AutoClass Engine

- Automates and accelerates the classification (process 500K - 2 million records per hour).
- Overcomes human limitations such as language barriers, inconsistent classification inputs from one person or classification exercise to the next
- Recognizes cryptic, abbreviated, misspelled item and service descriptions
- Increases classification accuracy over time with a self-learning model



## iAnalyze

### The Challenge

High spend data and category volume it should be engender and not engenders 'analysis paralysis' and time wasted with unsystematic approaches to identifying sourcing and spend management opportunities.

### Zycus iAnalyze:

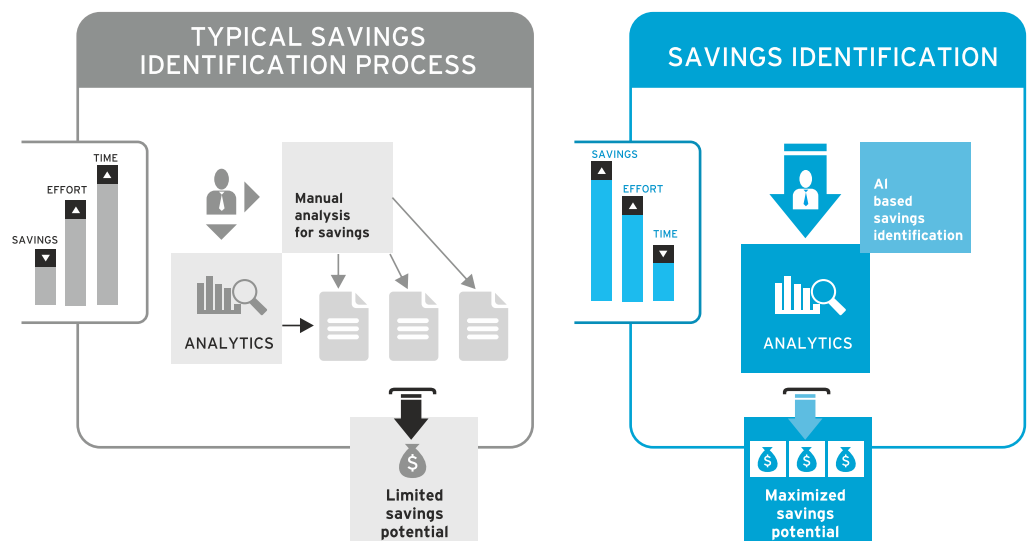
- Features best-practice, standard reporting and guided browsing that directs category managers to savings and other performance improvement opportunities
- Offers custom reporting pre-configured in support of specific business performance objectives, for example spending with diverse suppliers, with high performing suppliers, and so forth
- Supports 'power analysis' with instant report creation

## Automated Savings Opportunity Identifier

Free procurement professionals from time-consuming and unsystematic approaches to mining spend data for cost savings and other business performance-improvement opportunities.

### Benefits

- Aids and accelerates opportunity discovery based on standard, best-practice strategies - such as supplier rationalization, contract compliance, demand aggregation, and so forth
- Uses performance benchmarks and other inputs to isolate data sets with the highest savings potential and simplifies process of creating opportunity reports



## SPEND ANALYSIS INNOVATION

Zycus understands that procurement leaders and their organizations have an extraordinary array of opportunities for driving top-line business performance improvement. With its prime focus on customer-driven innovation and a central mission of positioning procurement at the heart of competitive business performance, Zycus introduced an advanced module in its Spend Analysis Solution.

### iCost

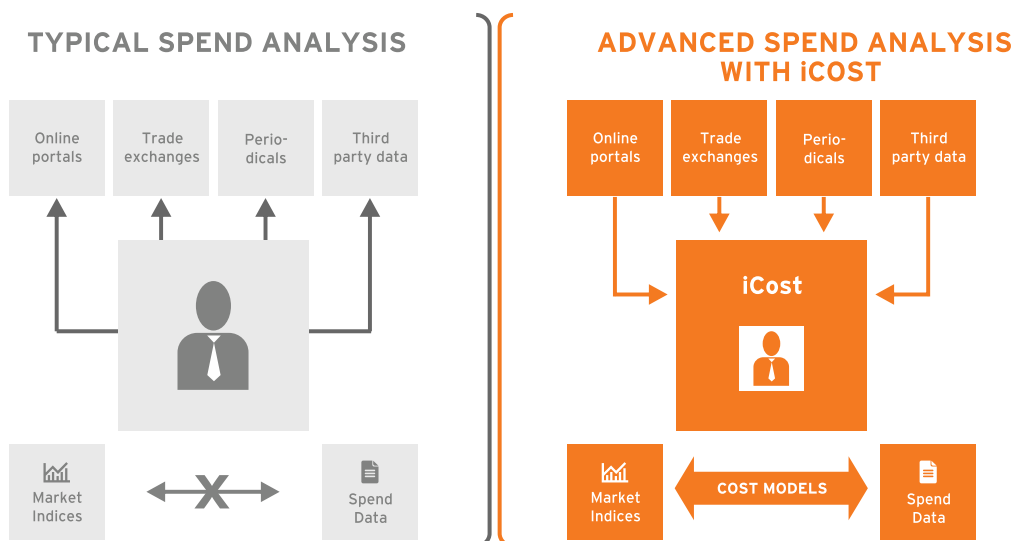
#### The Challenge

Aggregates independent price indices from commodity markets all over the world, exposes and tracks primary cost drivers underlying commodity price movements, and relates external marketing intelligence to internal spending data.

# SPEND ANALYSIS INNOVATION

## Benefits

- Eliminates manual tracking and aggregation of external market intelligence
- Enables spending and supply-chain decision making that is cognizant of commodity price/cost risk
- Supports procurement performance reporting adjusted for market effects over which procurement has little control or influence



## ETL -Extraction, Transformation, Loading

Obtaining raw spending data from multiple source ERP and other systems is time consuming, difficult to repeat, and requires reliance on IT personnel who lack specific expertise in spend data normalization and how spend data gets used.

- Eliminates the need for system integrators
- Enables faster, more frequent data refreshes with an incremental data pass (versus complete data set)
- Allows changes to metadata and/or extraction logic
- Can be completed in as little as 4-6 weeks



## Performance and Savings Management

Procurement organizations need systematic approaches for managing and tracking their progress against specific cost savings and other performance improvement objectives.

- Features several best-practice standard strategies for automatic opportunity discovery
- Offers powerful matrix for guided, consistent decision making
- Aids in forecasting and evaluating performance outcomes for potential procurement initiatives

## ZYCUS KEY BENEFITS

Fast, flexible, repeatable spend data extraction

Global spend visibility

Accurate, detailed, consistent, timely views of spending

Spend views that keep pace with business and market changes

Generate comprehensive reports with minimal efforts

Quick snapshot and easy access to relevant information

Consistent alignment of work activities with top-line business objectives

Improved data quality & minimized maverick spend

Quick and easy opportunity identification and prioritization

Effortless integration of spend data with external market information

Insight into category cost drivers

## ZYCUS KEY FEATURES

Automated spend data extraction, transformation, and combination

Multilingual data recognition

Artificial intelligence-powered spend data classification

Quick, easy updates to classification models

Powerful multidimensional drill down and drill across reporting

Dynamic dashboards with real-time data refresh

Tools for managing business performance objectives

Data classification at point-of-requisition

Automated mining of savings improvement opportunities

Aggregation and auto update of global market intelligence

Category-specific cost modeling

## CUSTOMER CASE STUDY

### Spend Analysis Key Facts

**\$1.5 Trillion+**

Total spend  
analyzed

**750 Million+**

Transactions  
processed

**4000+**

Active users across  
the globe

**1100+**

Commodities  
tracked for price  
movements, PPI,  
labor, etc.

**10+**

Verticals with  
successful  
deployments

#### Client

One of the leading electronics component manufacturing services providers, having workforce of 8000 plus employees and a market cap of more than \$900 million.

#### Challenges

- Unable to track market indices at one place
- Difficulty in comparing supplier performance with respect to market changes
- Lack of market information visibility across the organization
- The Company was losing the opportunity to better negotiate with existing suppliers

#### Solution

Zycus' iCost provided the ability to:

- Add commodities in the tool and mark frequently tracked commodities as favorites
- Share market news and market intelligence across the users of that company
- Receive email alerts when prices go above or below a specified threshold value
- Benchmark suppliers based on the extent to which they follow the market trend
- Create their custom cost models in addition to the ones provided by Zycus



**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**

# 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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