

ZYCUS FINANCIAL SAVINGS MANAGEMENT SOLUTION

Advanced savings management for procurement-
finance collaboration

ZYCUS™



ALIGN PROCUREMENT WITH BUSINESS PERFORMANCE OBJECTIVES

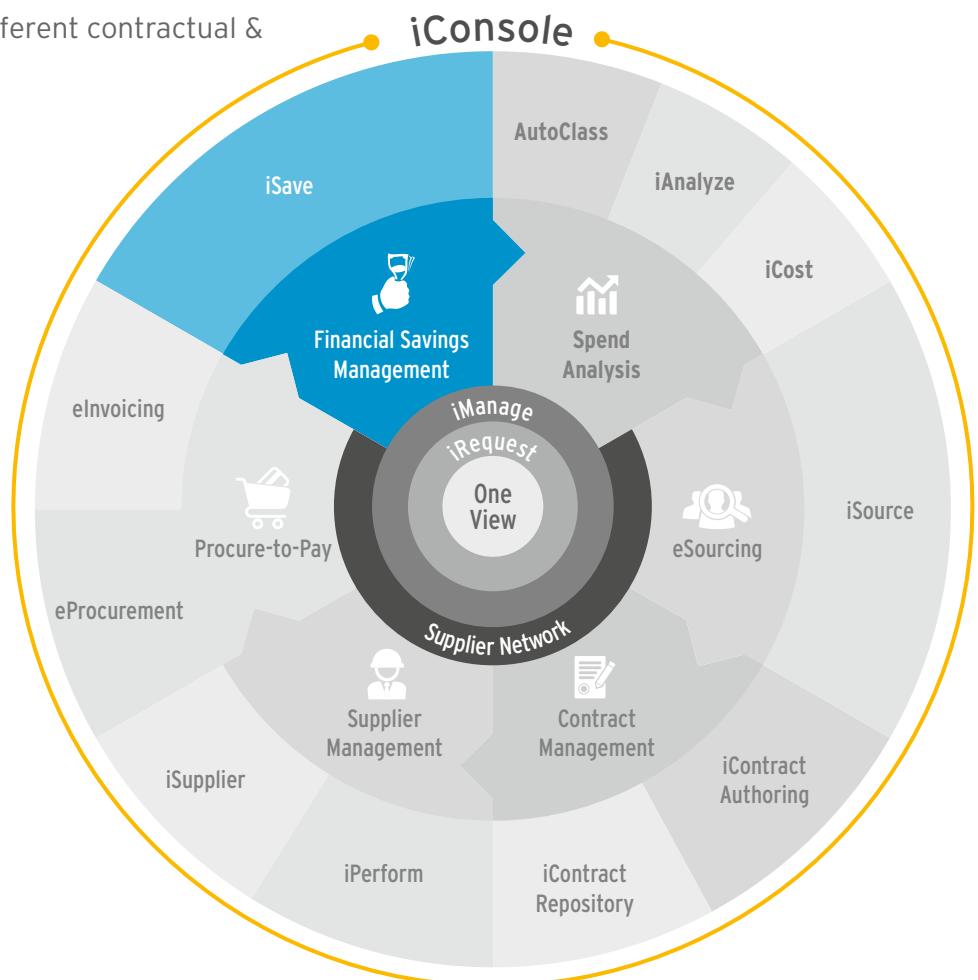
In today's procurement world, the role of procurement leaders is not just restricted to identifying, implementing & executing means to optimize spend management. Procurement must ensure business advancement by becoming connected, informed, and collaborative with all key stakeholders. Apart from spend optimization techniques, procurement leaders have to also ensure that they develop, track and facilitate the savings attained to align procurement with business financial performance management.

Zycus Financial Savings Management Solution (iSave) creates clear sight lines between procurement and top-line business performance objectives by promoting collaborative measurement, validation and recognition of cost savings. This brings structure, credibility and efficiency while driving the procurement process and overall enterprise performance

iSave provides procurement with the ability to

- Track & segregate savings across multiple dimensions & functional boundaries
- Incorporate accepted best practices into savings management process
- Ensure compliance to different contractual & procurement processes

Zycus Source-to-Pay Procurement Software Suite



Zycus iSave resolves long-standing savings management problems for procurement.



Alignment

While procurement is typically expected to manage and minimize business costs, there is a fundamental disconnect between procurement's transaction and spend category-oriented views of costs and finance's accounting and official reporting views.

With Zycus iSave, procurement organizations can,

- Structure and share procurement cost-savings information through a single platform
- Calculate and map the impact of procurement savings to top-line financial measures such as profit and loss, cash flow, cost of goods sold, and balance sheet



Validation

Deciding how cost-savings will be recognized by a business is a complex process. Will budgets be reduced? Will savings be reinvested? How will savings pies be divided among stakeholder organizations that participate in bringing them about? Will savings be recognized all at once, or spread out over a few quarters or years?

Zycus iSave makes these questions easier to answer by enabling procurement to,

- Employ workflow to obtain validation of procurement cost savings from stakeholders
- Allocate savings clearly and equitably among stakeholder organizations



Credibility

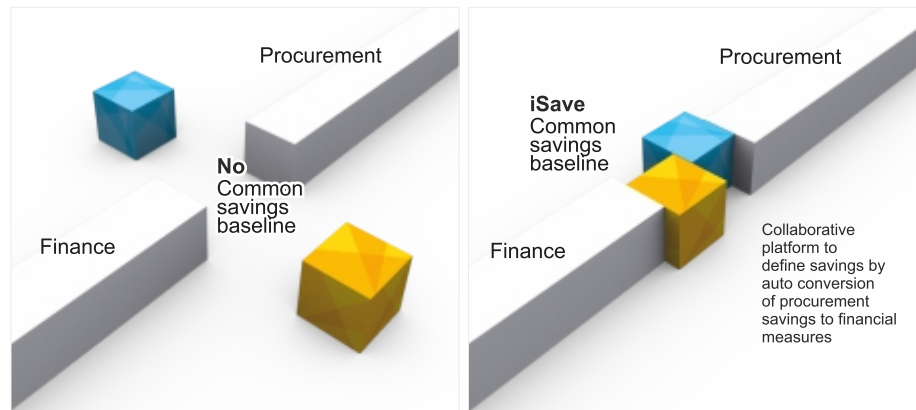
Not all cost savings are created equally. Some are driven by strategy, others by market movements. Some are easily mapped to key financial metrics, while others – cost avoidance, process efficiency – require more work and greater collaboration to be accepted as credible and clearly connected to overall business performance.

The Zycus iSave solution addresses these challenges by empowering procurement to,

- Characterize and segregate cost savings types, for example - hard, soft, avoidance, revenue share, and so forth
- Characterize savings by sourcing strategy employed, for example - volume, negotiation, etc
- Track savings through configurable stages - for example, forecasted, realized, actual, budget down, reinvest, and so on

Because the Zycus iSave Solution is fully configurable, incorporates accepted best practices, and can simulate any savings-tracking process, there is no limit to how procurement leaders might use the resulting information and insights to drive enterprise performance to new heights.

**PROCUREMENT
-FINANCE
CONNECT
WITH ZYCUS
ISAVE**



Zycus' reference customers report a high level of overall customer satisfaction.

Gartner Magic Quadrant for Strategic Sourcing Application Suites 2018

CUSTOMER CASE STUDY

Client: An American multinational conglomerate corporation



Business Challenges

- Lack of enterprise wide visibility of the purchases and spends across the organization
- Distribution and classification of spend data based on multiple parameters like commodities, businesses and regions
- Tracking transactional spend data and mapping them to realized savings



The Zycus Solution

- Multiple BUs collaborating for savings projects management organization wide
- Efficient knowledge transfer from various sources to a common platform
- Book savings generated into financial statements
- Visibility into savings progress tracking and achievements



Zycus iSave Impact

- **26500** Total Projects Bulk Uploaded
- **1369** Total Global Users Configured
- **642** Unique Users Using the Tool per Month
- **1660** Total BUs for Deployment
- **227** Total Region/Countries for Deployment & Usage

Savings managed through Zycus



Executed savings:
\$5,56,484



Targeted savings:
\$4,99,255



Potential savings:
\$4,97,000



Realized savings:
\$5,34,924

ZYCUS KEY BENEFITS

Single version of truth ensures transparency into forecasted and achieved savings

Auto conversion of procurement into impact on P&L and balance sheet

Map and automate existing workflows for efficient collaboration between procurement and finance

Accurate and transparent reporting of savings

Monitor performance and take required actions in time

Consolidated comparative view of forecasted savings to budget level and actual spend across individual projects

ZYCUS KEY FEATURES

Configurable and customizable functionalities for ease of planning, building and managing your savings pipeline

Maintains activity logs and restricted backdated savings entry ensures effecting translation of cost savings

Spend-Integration enables flipping of spend opportunities into savings project

Multi-level automated approval workflow and collaboration tools

Multi-dimensional savings tracking across business divisions, time, savings type and impact type

Mapping of forecasted savings to budgets

Track individual and team performance

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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