

Zycus powers procurement performance
for **Electronics** industry

ZYCUS[™]
PROCURE PERFORMANCE



Make procurement **the key element** of business performance

Global market conditions for electronics and high tech companies could not be more demanding. But if the challenges are numerous, so are the opportunities for procurement and supply management teams to affect business performance in positive ways. Zycus is here to help. We offer customized solutions that are highly attuned to the electronics and high tech industry's unique requirements and challenges.

PROCUREMENT PERFORMANCE IMPACT

360-degree spend visibility and intelligent sourcing solutions give procurement teams enormous power to maintain cost competitiveness, increase profitability, minimize exposure to risk, accelerate cash flow, and capture innovation from a global base of suppliers. The solutions can deliver:

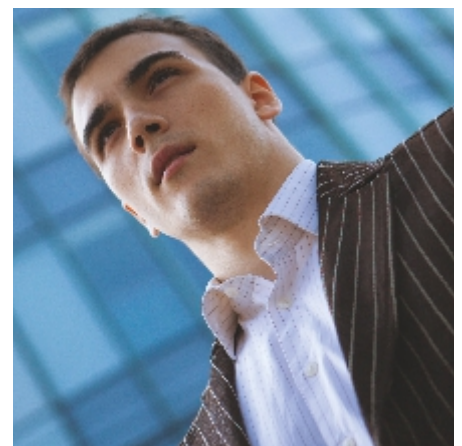
- Detailed and comprehensive visibility into both direct and indirect spending
- Scalability in order to rapidly build and execute competitive sourcing events for everything from simple commodities to complex bills of materials, subassemblies, outsourced design, contract manufacturing and other mission-critical services
- Structured sourcing-decision support and optimization
- Rapid discovery, acquisition and synthesis of information and innovation from global supply markets

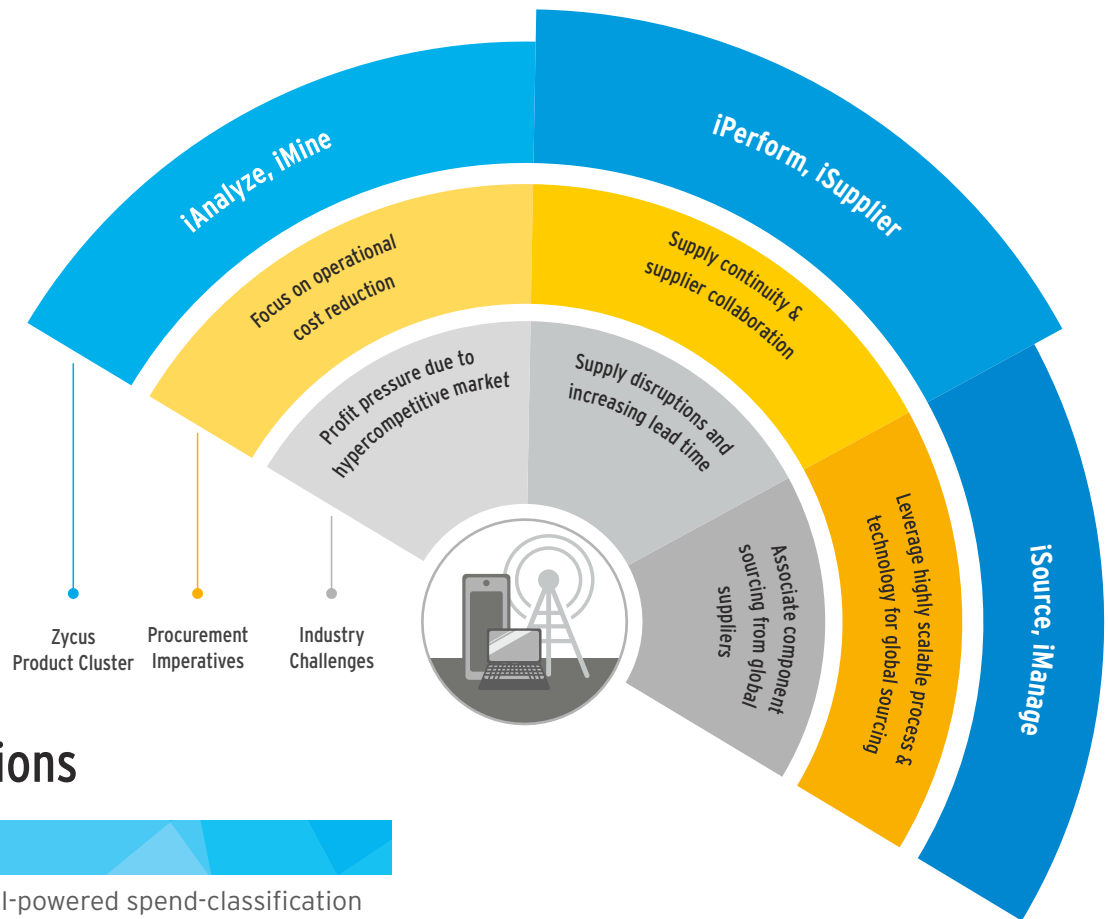
Disciplined and thorough supplier and contract management solutions empower electronics industry procurement teams to affect such business performance levers as product quality and reliability, production costs and yields, time to market, delivery leadtimes, cash-to-cash cycle times, regulatory compliance and even brand reputation. The solutions enable electronics companies to collaborate closely with suppliers, regardless of global location, to continually improve performance and remove risk and waste from supply chains. The solutions deliver comprehensive capabilities for:

- Discovering, thoroughly vetting and rapidly onboarding innovative new suppliers from all over the globe
- Structuring performance measurement and management systems, including complex subcontracting relationships
- Monitoring and managing supplier compliance to both performance specifications and commercial terms in contracts
- Collaborating with suppliers on continuous performance improvement

INDUSTRY CHALLENGES

- Consumers want innovative, feature rich, affordable products built by irreproachable, socially and environmentally conscious supply chains
- Big benefits accrue to first movers so product development, introduction and ramp to volume production need to be hyper fast
- Supply pipelines need to be super lean with particular attention to things like parts standardization, reuse and obsolescence
- While commodities, components, and logistics services prices and availability can be exceedingly volatile, end-product prices need to drop rapidly and consistently once products are introduced





Zycus Solutions

Spend Analysis

With its patented AI-powered spend-classification engine that learns data idiosyncrasies for entire industries such as electronics, Zycus offers both standard and custom spend taxonomies that can be leveraged to accelerate analysis and drive classification accuracy across all categories to 90% and beyond. The complete Zycus Spend Analysis solution (iAnalyze, iMine) empowers electronics companies to:

- Perform powerful multidimensional spend reporting in support of specific business objectives, including parts standardization and reuse
- Build comprehensive and competitive insight into total costs across product lines and lifecycles
- Gain greater control over noncompliant spending and identify more opportunities for placing complex services categories under management by procurement
- Automatically generate strategic opportunities for supply base rationalization, contract compliance improvement, demand aggregation and payment terms rationalization in critical spending categories such as MRO, packaging, IT, professional services etc.

eSourcing

The Zycus e-Sourcing solution is built for speed and scalability, collapsing sourcing cycle times and enabling electronics companies to take full advantage of favorable commodity market conditions as they arise and drive to full market pricing transparency. Capable of modeling competitive sourcing events for everything from simple commodities to highly complex bills of materials, subassemblies and services (involving 10,000+ line items and 100+ suppliers), the Zycus e-Sourcing solution (iSource, iManage) enables electronics companies to:

- Quickly build scalable sourcing events and solicit supplier bids from anywhere in the world
- Analyze complex inputs and run a variety of optimization scenarios in order to design and optimize supply chains all the way from product concept and development through obsolescence
- Employ RFx templates specific to the electronic industry and start-to-finish workflow management for strategic sourcing initiatives

Zycus Solutions

Contract Management

The Zycus Contract Management solution (iContract) minimizes risk exposure in contracts and empowers electronics-industry procurement organizations to:

- Ensure use of proper standard clauses for a wide variety of purchase types (for example electronic parts, OEMs etc.)
- Match transactions to contracts to assure utilization and compliance to pricing and other performance terms
- Make sure that contracts are never renewed without proper due diligence
- Ensure that supplier service level agreements (SLAs) are part of contracts to minimize risk in outsourcing relationships

Supplier Management

With its unique blend of supplier information management, performance management and collaborative performance improvement capabilities, the Zycus Supplier Management solution (iPerform, iSupplier) enables electronics-industry procurement teams to:

- Obtain and maintain accurate and timely information around supplier credentials, certifications and audit reports
- Manage risks associated with supplier compliance to laws, regulations and environmental requirements such as RoHS, WEEE and other green initiatives
- Employ KPIs (on-time delivery rate, quality etc) for electronics supplier categories to track supplier performance
- Enhance supplier development programs by comparing supplier performance on SLAs and other contractual obligations

ABOUT ZYCUS

At Zycus we are 100% dedicated to positioning procurement at the heart of business performance. With our spirit of innovation and a passion to help procurement create even greater business advantages, we have evolved our portfolio to a full suite of Procurement Performance Solutions - Spend Analysis, eSourcing, Contract Management, Supplier Management, Financial Savings Management, and Procure-to-Pay.

We believe our deep, detailed procurement expertise and a sharp focus on being responsive to our customers has reflected in us being positioned as a 'Leader' in the '2013 Gartner Magic Quadrant' for Strategic Sourcing Application Suites. We continue to see each customer as a partner in innovation and no client is too small to deserve our attention.

We are a 600+ company with a physical presence in virtually every major region of the globe. With more than 200 solution deployments among Global 1000 clients, we search the world continually for procurement practices proven to drive competitive business performance. We incorporate these practices into easy-to-use solutions that give procurement teams the power to get moving quickly - from any point of departure - and to continue innovating and pushing business and procurement performance to new heights.

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