


ZYCUS™

Zycus powers
procurement
performance for
Pharmaceuticals
industry



Make procurement the key element of business performance

Global market conditions for pharmaceuticals 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 a complete Source to Pay suite that is highly attuned to the pharmaceuticals industry's unique requirements and challenges.



“ One key to success: strategic collaboration between the business, its suppliers, and its procurement organization—where procurement acts as the bridge between the business and its suppliers ”

*Accenture Report

Procurement Performance Impact

Disciplined and thorough contract and supplier management empowers pharmaceuticals procurement teams to affect such business performance levers as product quality, consistency, safety, product-development cycle times and even brand reputation. It also allows them to assure supply-chain related compliance with a large variety of industry and government regulatory requirements. The solutions enable:

- Thorough vetting, qualification and certification of suppliers
- Tight management of suppliers' compliance to contracts
- Structured measurement and management of critical outsourced supply relationships
- Ongoing supplier development

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

- Frequent, detailed and accurate classification of all spend transactions
- Abilities to manipulate and view spending from a wide variety of angles and across costly operational processes such as clinical testing
- Tools for mining spend data for opportunities that can influence everything from prices paid to consumption and cash flow
- Rapid acquisition and synthesis of information related to nonprice parameters (quality, regulations etc.), ensuring effective decision making Sourcing-decision optimization
- Capability to handle off-catalog requisitions with a guided procurement system and a streamlined process for PO and invoice management

INDUSTRY CHALLENGES

- Consumers and healthcare providers demand steady flows of safe, effective and beneficial medical treatments at affordable prices
- Industrial and government authorities want rigorous science, strict regulatory compliance and airtight supply-chain accountability
- Limited number of suppliers lead to long supply chains stretching across continents
- High supplier dependence due to highly technical nature of raw materials
- Legal and regulatory complexity is on the rise
- R&D is both expensive and risky with generics bringing intense price competition
- Increased outsourcing of missioncritical business processes, such as clinical testing, requires rigorous management to ensure rapid introduction of safe, effective products

55%

of Procurement Staff
focused on transactional
activities

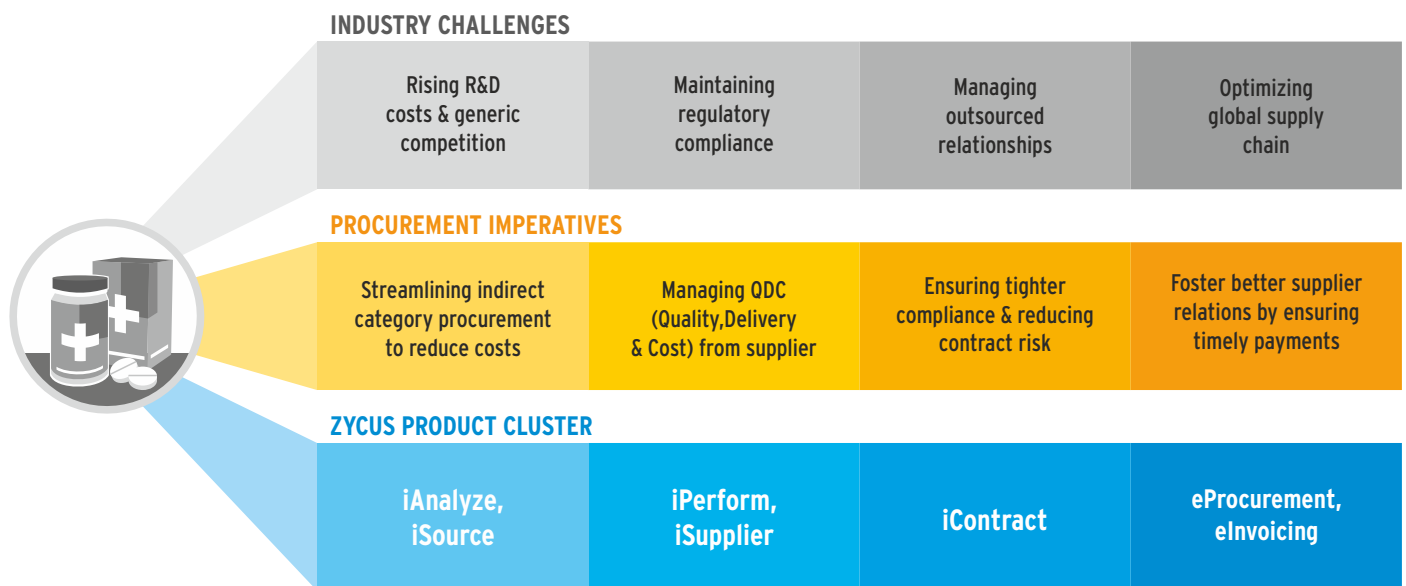
\$1.4bn

Additional Revenue by
ensuring exclusivity of a
Blockbuster drug for just
one additional quarter

40%

Pharma companies using
Analytics in Procurement
vs. 59% in finance

Source: Accenture



ZYCUS SOLUTIONS

Spend Analysis

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

- Refine spend classification taxonomies to be useful for critical pharma categories such as clinical testing, specialty and fine chemicals
- Gain greater control over noncompliant spending
- Identify more opportunities for placing services and other complex categories under management by procurement
- Perform powerful multidimensional spend reporting to understand how spending rolls up across product lines, costly operational processes, complex services (such as tax/legal advisory and marketing) and across major organizational barriers such as direct production versus R&D spending for the same items and services

eSourcing

The Zycus e-Sourcing solution (iSource) is built for speed and collapses sourcing cycle times, enabling pharmaceuticals companies to take full advantage of market competition, even on relatively small, infrequent and unpredictable buys, without adding significant time and cost to the sourcing process. The solution offers RFX templates that are specific to the pharmaceuticals industry and also fully configurable for virtually any item or service being sourced, including complex services such as clinical testing and contract manufacturing. The solution empowers pharma companies to:

- Quickly build sourcing events and solicit supplier bids from anywhere in the world
- Solicit input easily from authoritative spend stakeholders
- Analyze complex inputs from suppliers and award business both promptly and optimally

Contract Management

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

- Ensure use of proper standard clauses (for example warranty) and important SLAs for a wide variety of purchase types (for example truck load - FTL/LTL, sales & promotional displays etc.)
- Match transactions to contracts to assure utilization and compliance to pricing and other performance terms
- Make sure that contracts are never renewed automatically without proper due diligence
- Maintain the competitive edge of the organization by protecting its Intellectual Property

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 pharmaceuticals-industry procurement teams to:

- Obtain and maintain accurate and timely information around supplier credentials and certifications (for example FDA, CGMP, HACCP etc.) and manage risks associated with supplier compliance to laws and regulations
- Employ KPIs customized for pharmaceuticals supplier categories and important parameters such as environmental outreach, sustainable packaging, supplier diversity, social responsibility and so forth
- Enhance supplier development programs by comparing supplier performance on SLAs and other contractual obligations

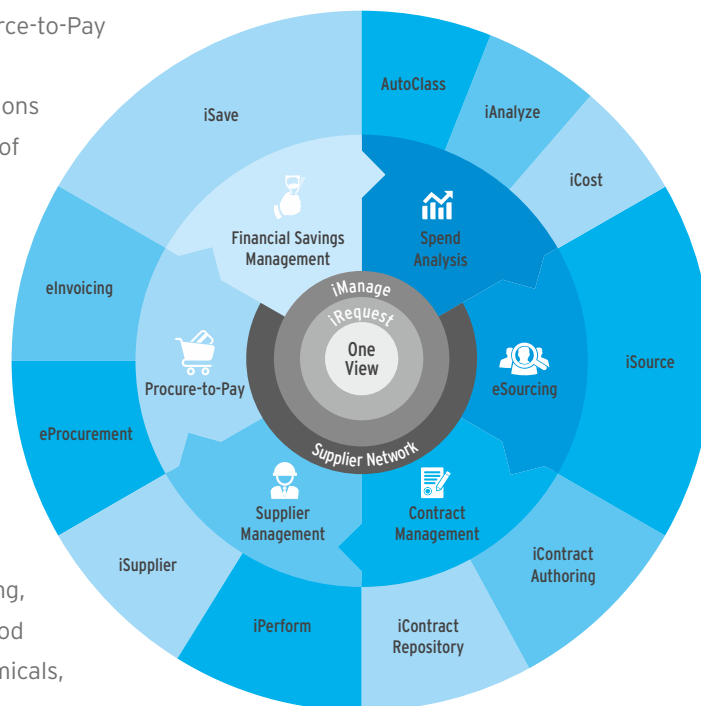
Procure-to-Pay:

The Zycus Procure-to-Pay solution, while being easy to use, allows pharma procurement teams to:

- Instantly process invoices, even for suppliers located halfway across the globe
- Better manage supplier payment, resulting in better supplier relations and higher discounts
- Drastically reduce carbon footprint by making the Invoicing Process paperless

About Zycus

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, Financial Savings Management, Project Management & Request 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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