

Zycus powers procurement performance for
Consumer Packaged Goods (CPG) industry



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

Global market conditions for consumer packaged goods (CPG) companies could not be more demanding. But, if the challenges for CPG companies are numerous, so are the opportunities for their 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 CPG industry's unique requirements and challenges.

PROCUREMENT PERFORMANCE IMPACT

360-degree spend visibility and intelligent sourcing gives CPG industry procurement teams enormous power to maintain cost competitiveness, increase profitability, minimize exposure to risk, accelerate cash flow, reduce supply-chain complexity and source more globally in support of both innovation and new-market penetration opportunities. The solutions deliver:

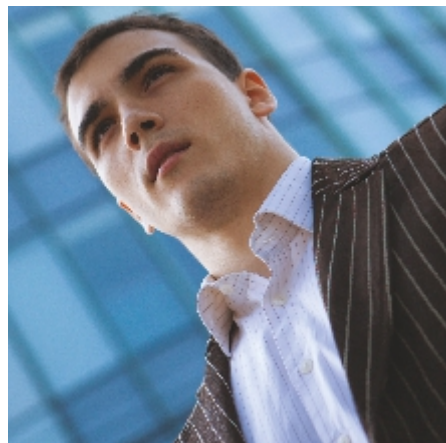
- Detailed visibility into both direct and indirect spending
- Timely knowledge of movements in global commodity prices and cost drivers
- Insight into opportunities for standardization and SKU rationalization
- Abilities to rapidly build and execute competitive bidding events for everything from simple commodities to complex mission-critical categories such as packaging, logistics and transportation, advertising, marketing and promotions
- Rapid discovery, acquisition and synthesis of information and innovation from global supply markets
- Structured sourcing-decision support and optimization

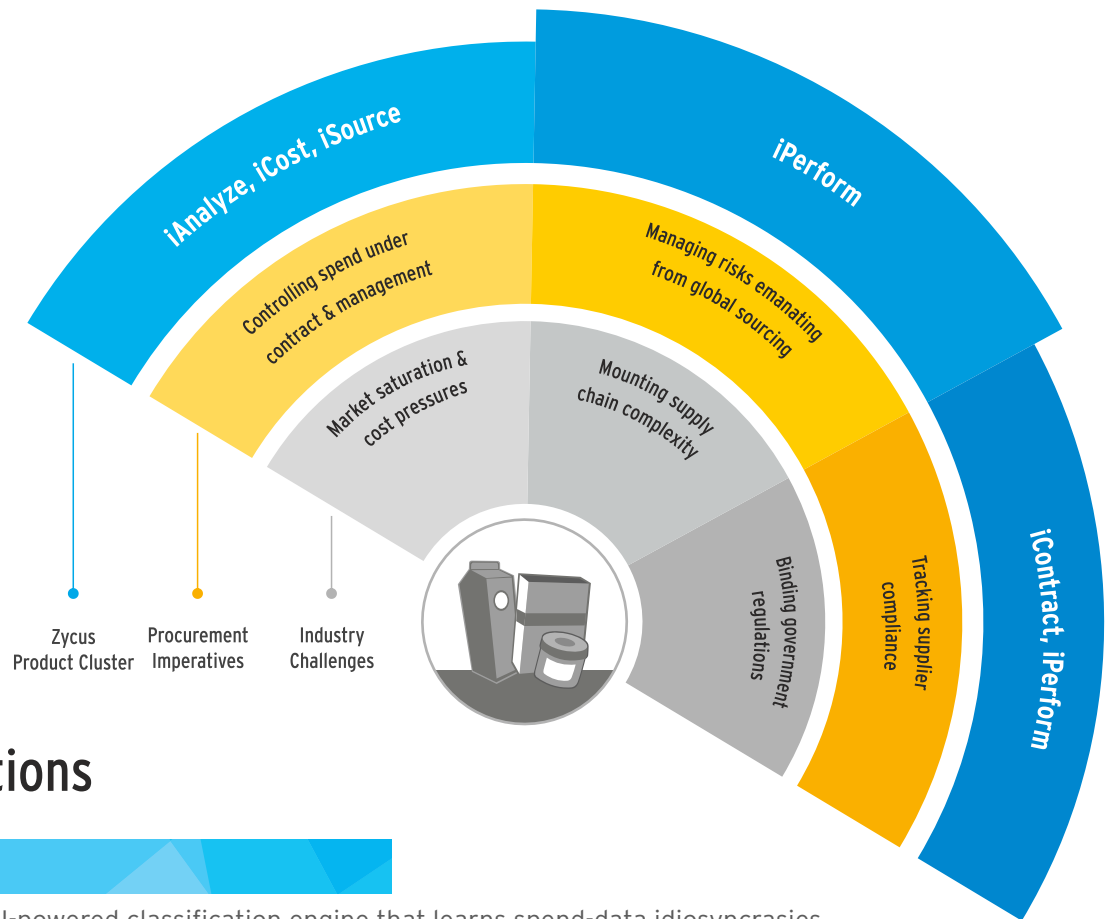
Disciplined and thorough contract and supplier management solutions empower CPG industry procurement teams to affect such business performance levers as product quality, safety and compliance to CPSC, FPLA, FCPA and other regulatory statutes as well as sustainable packaging initiatives. The solutions enable CPG companies to collaborate closely with suppliers - regardless of global location - to continually improve performance and remove risk from supply chains. The solutions enable:

- Thorough vetting and rapid onboarding of suppliers
- Structured performance measurement and management of suppliers, including complex services relationships
- Ongoing monitoring and tight management of compliance to contracts
- Continuous supplier performance improvement

INDUSTRY CHALLENGES

- Value-conscious consumers want attractive, safe products built and delivered by irreproachable and environmentally conscious supply chains
- Market saturation in mature economies and slower-than-expected penetration into new geographies is intensifying competition for market share
- Powerful retailers are squeezing profits from one direction while high commodity prices squeeze from the other
- Sustainable packaging requirements, binding government regulations and proliferation in sales channels and pricing points are increasing supply-chain complexity and adding risk





Zycus Solutions

Spend Analysis

With its patented AI-powered classification engine that learns spend-data idiosyncrasies for entire industries such as CPG, 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, iCost & iMine) empowers CPG companies to:

- Perform powerful multidimensional spend reporting, identify cost-savings opportunities and gain greater control over noncompliant spending
- Increase procurement's penetration, control and influence over spending, including large indirect categories such as advertising, marketing, trade promotions and logistics
- Automatically search for performance-improvement opportunities according to set strategies such as SKU and supplier rationalization
- Build Comprehensive and competitive insight into total costs

eSourcing

The Zycus e-Sourcing solution (iSource) is built for speed and scalability. This translates into reduction in sourcing cycle times and further enables CPG companies to:

- Take full advantage of market competition even on relatively small and/or infrequent buys without adding significant time and cost to the sourcing process
- Source virtually any item or service including complex services such as testing, marketing, logistics and contract manufacturing

Zycus Solutions

Contract Management

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

- Ensure use of proper standard clauses for a wide variety of purchase types (for example raw materials, packaging, logistics etc.)
- Match transactions to contracts to assure utilization and compliance to pricing and other performance terms
- Make sure that contracts are never automatically renewed automatically without proper due diligence

Supplier Management

With its unique blend of supplier information management (iSupplier), performance management and collaborative performance improvement capabilities (iPerform), the Zycus Supplier Management solution is a perfect fit for the CPG industry where a wide variety of regulatory compliance and supplier information tracking requirements leaves little room for error. The solution enables procurement to:

- Obtain and maintain accurate and timely information around supplier credentials and certifications
- Build KPIs for compliance to statutes from the Consumer Product Safety Commission (CPSC), Fair Packaging and Labeling Act (FPLA) and Foreign Corrupt Practices (FCPA) as well as requirements for testing and control assessments, sustainable packaging and so forth
- Identify and manage supplier performance improvement opportunities collaboratively
- Collaborate with suppliers to enhance supplier development programs

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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