



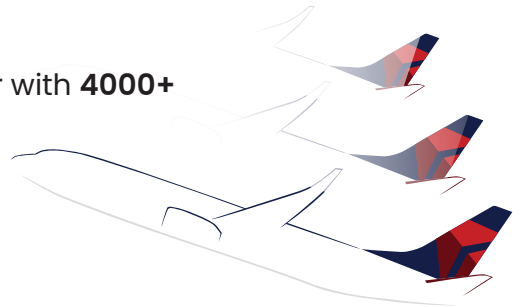
# **Delta Air Lines Powers Procurement Transformation “One way to Procure at Delta” with Zycus’ Source to Pay Solution**



## About the Company

Delta Air Lines (NYSE: DAL) stands as the global airline leader in safety, innovation, reliability, and customer experience. For over a decade, the airline industry has been guided by Delta's commitment to operational excellence, all the while upholding its renowned standard of award-winning customer service.

- Annual Revenue: More than **\$57 Billion**
- Flies over **200m+** passengers every year with **4000+** daily flights and a **1000+** fleet size
- Number of Employees: **Over 75,000**
- Destinations Served: **275**



## Complex Supply chain & Procurement function

Delta's supply chain and procurement is a strategic function and a key driver of Delta's competitive advantage.

Resultantly, Delta operates 10 different procurement portfolios including:



Airlines  
operations



Corporate  
travel



Corporate  
services



Onboard  
services



Technology



Staffing



Health &  
wellbeing



TechOps  
& MRO

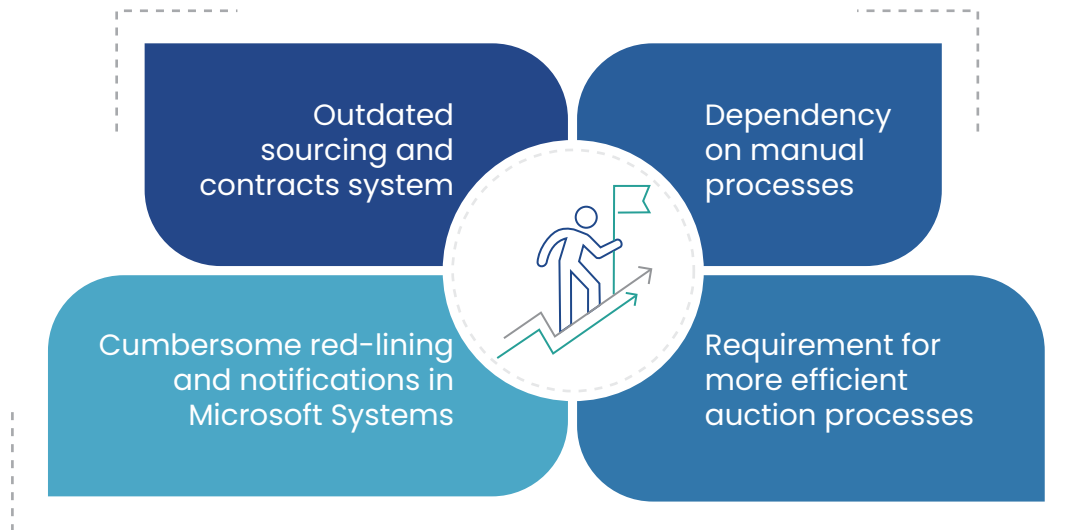


Corporate  
real estate



Fuel

## Key Challenges in Existing Procurement Solutions



## Procurement Transformation at Delta

Delta's procurement transformation process which began in 2018 is anchored on Project EPIC – Enterprise Procurement Insights & Collaboration which aims to deliver "One way to procure at Delta". This is where Delta onboarded Zycus Source to Pay offering to power the "One way to procure at Delta".

There are 3 core focus areas of Delta's S2P transformation with Zycus includes:

1

### Internal process compliance including:

- Centralized intake and demand management to ensure compliance, economies of scale and straight through processing
- Project lifecycle management
- Benefits tracking
- Procurement stakeholder collaboration to reduce inefficiencies and errors

2

### Foster innovation through Supplier relationship management

- eSourcing/ RFx
- Vendor lifecycle management
- Supplier portal

3

### Contract lifecycle management including

- Cost effective contracting
- Data governance
- B2B catalogs

## Why Zycus:



“

We were looking for a partner who is not just a vendor but a strategic partner. We wanted to make procurement not just better for Delta but for the entire community and ecosystem. In Zycus we found such a partner, where we could strategize and discuss ideas to make procurement best in class and future ready. ”

– Niteen Suresh  
Managing Director, SCM

## Value Metrics



Zycus is the pioneer in Cognitive Procurement software and has been a trusted partner of choice for large global enterprises for two decades. Zycus has been consistently recognized by Gartner, Forrester, and other analysts for its Source to Pay integrated suite.

Zycus powers its S2P software with the revolutionary Merlin AI Suite. Merlin AI takes over the tactical tasks and empowers procurement and AP officers to focus on strategic projects; offers data-driven actionable insights for quicker and smarter decisions, and its conversational AI offers a B2C type user-experience to the end-users.

Zycus helps enterprises drive real savings, reduce risks, and boost compliance, and its seamless, intuitive, and easy-to-use user interface ensures high adoption and value across the organization.

Start your #CognitiveProcurement journey with us, as you are #MeantforMore.

