

Zycus Merlin ANA

Autonomous Negotiation Agent for Tail & Tactical Sourcing

Procurement teams are overwhelmed by tactical tasks. Manual negotiation of low-value, high-volume tail spend leads to fragmented spend across OpCos or departments, poor compliance and policy bypass, no real-time benchmarks or pricing visibility, and repetitive, manual supplier engagement. Tail spend becomes a blind spot, leaking millions in unmanaged costs.

Why Traditional Sourcing Falls Short



Fragmented Spend

Spend scattered across operating companies and departments with no unified visibility or control.



Poor Compliance

Policy bypass becomes common as users seek shortcuts around cumbersome manual processes.



No Pricing Visibility

Lack of real-time benchmarks leads to inconsistent pricing and missed savings opportunities.



Manual Engagement

Repetitive supplier interactions consume valuable procurement resources and time.

Legacy sourcing automation tools fail to scale for long-tail categories. Procurement remains reactive and overloaded, disconnected from business users, and dependent on manual triage and workflows.

Without AI, enterprises miss savings, speed, and strategic bandwidth.

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AI-Powered Sourcing that Delivers Real Results

A GenAI-powered Autonomous Negotiation Agent, Merlin ANA automates the sourcing lifecycle for tail and tactical spend. Paired with Merlin Intake (embedded in MS Teams), it transforms intake to award—autonomously.



Request Intake

Business users submit requests via MS Teams with guided workflows



AI Processing

Merlin ANA classifies, routes, and initiates appropriate sourcing path



Autonomous Negotiation

AI conducts supplier outreach, bid analysis, and recommendation



Award & Execution

Compliant award process with full documentation and audit trail



Event Details

Basic Info

Item Details

Microphone M205 Audio Array AM-C1 USB Condenser
Microphone Kit Boom Arm
Qty 05

Average Price Indicators

Quoted Price		Previous Purchase		Amazon Business Price	
\$210	Lowest	\$200	Lowest	\$195	Lowest
\$230	Avg.	\$210	Avg.	\$210	Avg.
\$250	Highest	\$240	Highest	\$240	Highest

Bid Details

06 Total Suppliers | 01 Total Bids Received | 05 Suppliers Not Responded

GenAI Recommendation
Follow up with 5 non-responsive suppliers and consider extending the deadline. Evaluate the current bid and prepare for final evaluation.

Review the Bids

Name	Bids	Bid Response Status	Received on	Actions
K-ARRAY USA	USD 190 Bid 3	Bid Received	29/07/2024	View Bids
Martin Audio	-	Yet to Respond	-	Follow-up
...

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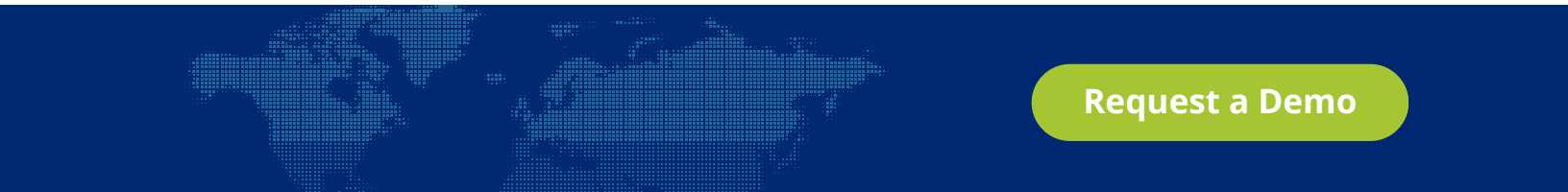
Key Capabilities:

1. AI-Driven Negotiation & Intelligence

CAPABILITY	DESCRIPTION
Autonomous Negotiation	AI-led negotiation flow from supplier outreach to bid scoring and award no manual touchpoints
AI Benchmarking	Real-time price benchmarks and supplier intelligence for data-driven decision-making
Supplier & Rate Harmonization	AI recommends consolidation and pricing alignment across OpCos
Dynamic Learning	ANA continuously learns from outcomes to improve negotiation strategies

2. Smart Intake & Policy Compliance

CAPABILITY	DESCRIPTION
Smart Intake via MS Teams	Embedded in Microsoft Teams with guided workflows and policy enforcement
Delegation of Authority (DoA)	Built-in budget controls and approvals ensure governance at intake stage
Triage & Routing Automation	Smart classification of sourcing requests to the appropriate negotiation path





3. Governance, Transparency & Adoption

CAPABILITY	DESCRIPTION
Multilingual & Explainable AI	Localized experience with clear, auditable AI decisions
Audit Trails & Compliance Logs	Full traceability of sourcing actions and AI outputs
User-Centric Design	Non-procurement users can initiate sourcing with minimal training

4. Integration & Architecture



**Plug-and-Play
Integration**

Supports ERP, P2P, EDI, cXML, and APIs via Zycus iSaaS connectors



**Data Sync
Capabilities**

APIs enable sync of master and transactional data with existing systems

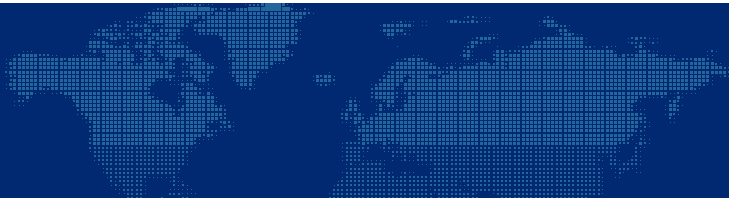


**Secure, Zero-Touch
AI**

No customer data used for model training; interfaces encrypted end-to-end

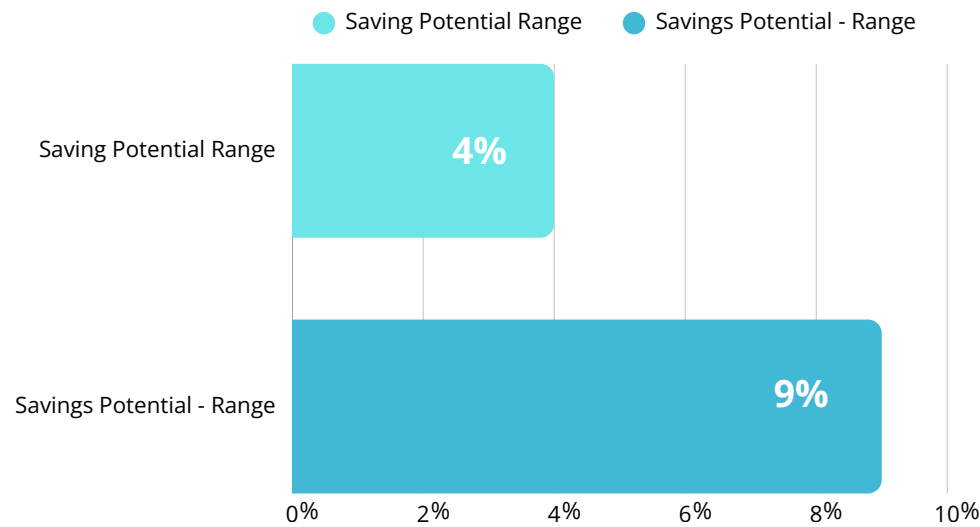
5. Scalability & Deployment

CAPABILITY	DESCRIPTION
Agentic Framework	Modular agents work across S2P functions with orchestration logic
Industrialized Rollouts	Deployment playbooks, wave-based rollouts, and global templates ensure scale

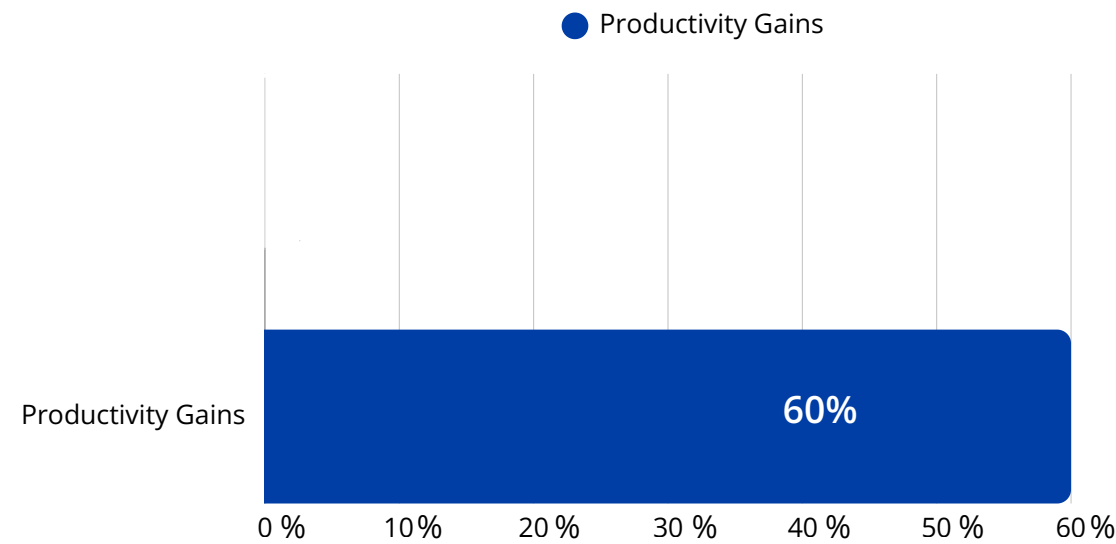


Measurable Business Outcomes

Savings Potential: % of Tail spend processed



Productivity Gains: 60%+ cycle time reduction via autonomous workflows



- **Compliance Lift:** Built-in routing, DoA checks, sourcing audit trail
- **Scalability:** Global rollout across all OpCos / departments with proven playbooks



Trusted by Global Enterprises



Multi-OpCo Governance

Tailored for decentralized sourcing and multi-OpCo governance structures



Fortune 500 Adoption

Used by Fortune 500 firms including telecom, retail, and CPG giants



High-Volume Processing

Supports up to €350M in tail spend through autonomous processing

Rapid Deployment, Flexible Licensing



Accelerator Phase

Rapid 8 week pilot to validate ROI and adoption



Phased Rollouts

Standardized playbooks and roll out in waves



Value Based Pricing

Based on tail spend volume processed or POs processed

Is Merlin ANA Right for You?



Digital Transformation Leaders

Enterprises digitizing sourcing without IT bottlenecks



Efficiency-Focused Teams

Procurement teams seeking GenAI-driven efficiency



Strategic CPOs

CPOs aiming to reallocate time from tactical to strategic

Experience Autonomous Sourcing
Book a tailored walkthrough or request a demo

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