

## Zycus Merlin ANA

# Autonomous Negotiation Agent for Tail Spend Management

Procurement teams are overwhelmed by tactical tasks. Fragmented spend, poor compliance, and no real-time visibility turn tail spend into a blind spot—leaking millions in unmanaged costs. With Merlin ANA, automate low-value, high-volume purchases within guardrails and reclaim millions in value.

### The Challenge

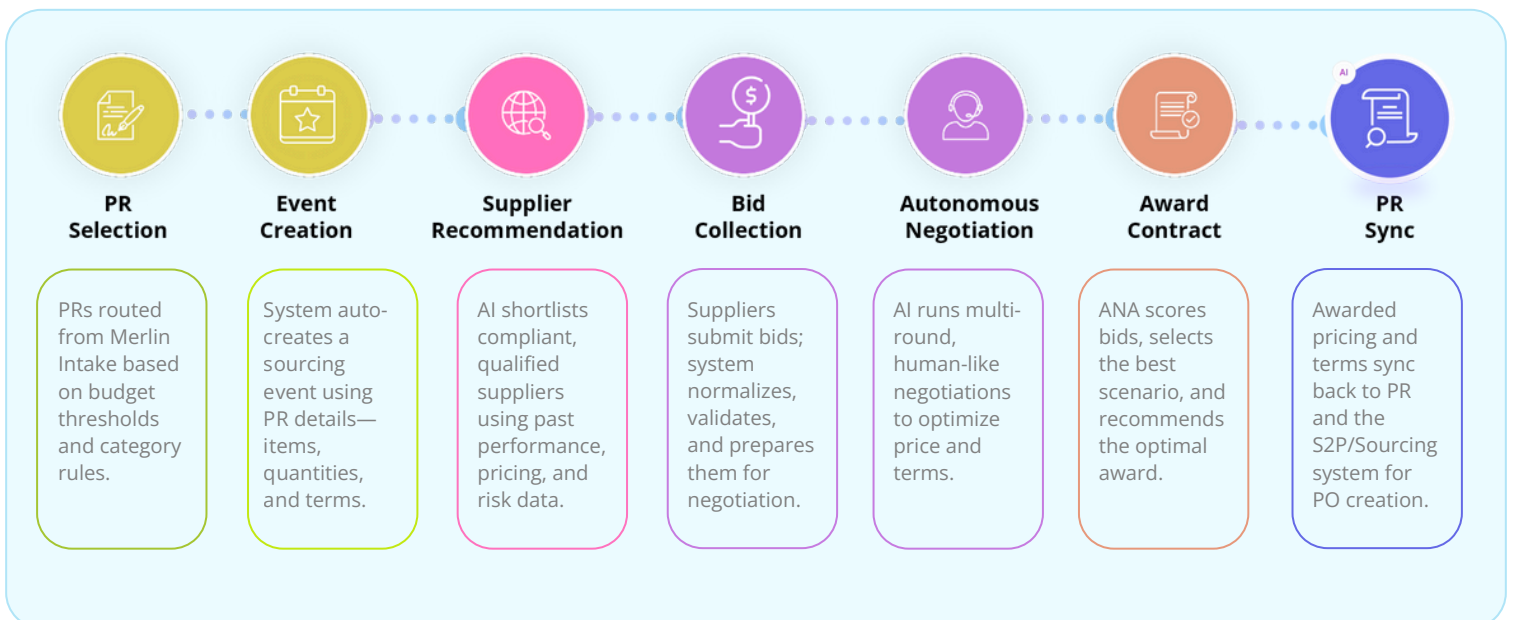
Tail spend makes up 20% of total spend but is dispersed across 80% of suppliers — too fragmented to control, too complex to optimize and often outside policy.

With thousands of small, untracked purchases, procurement teams struggle to control costs, maintain compliance, and optimize spend.

### The Solution: Overview

#### Autonomous Sourcing Flow

Zycus automates the full tactical sourcing process from PR to award—powered by a combination of seven AI agents



## The Solution: Deep Dive

### 1 Automated PR Qualification & Event Setup

Evaluates PR eligibility (budget, category, thresholds) and auto-creates a sourcing event enriched with specs, pricing history, and benchmarks.

### 2 Intelligent Supplier Selection & Bid Collection

Shortlists the best-fit suppliers based on performance, pricing history, and risk; validates all incoming bids for negotiation.

### 3 Autonomous Tail Negotiation

AI-led negotiation flow from supplier outreach to bid scoring and award no manual touchpoints.

### 4 Negotiations under Guardrails

Operates fully within configured business thresholds—no out-of-policy actions, reduced risk exposure.

### 5 AI Price Benchmarking

Real-time price benchmarks and historical intelligence guide every counteroffer.

### 6 Multi-Round, Human-Like Negotiation

Multi-round negotiation that simulates human negotiation patterns with AI-driven counteroffers.

### 7 Multi-agent S2P Orchestration

Coordinates with Merlin Intake and contract agents to ensure compliance and continuity.

### 8 Dual-Sided Interface Support

Simple, intuitive and chat-like interface for both buyer and supplier side ensuring easy communication.

### 9 Multilingual Support

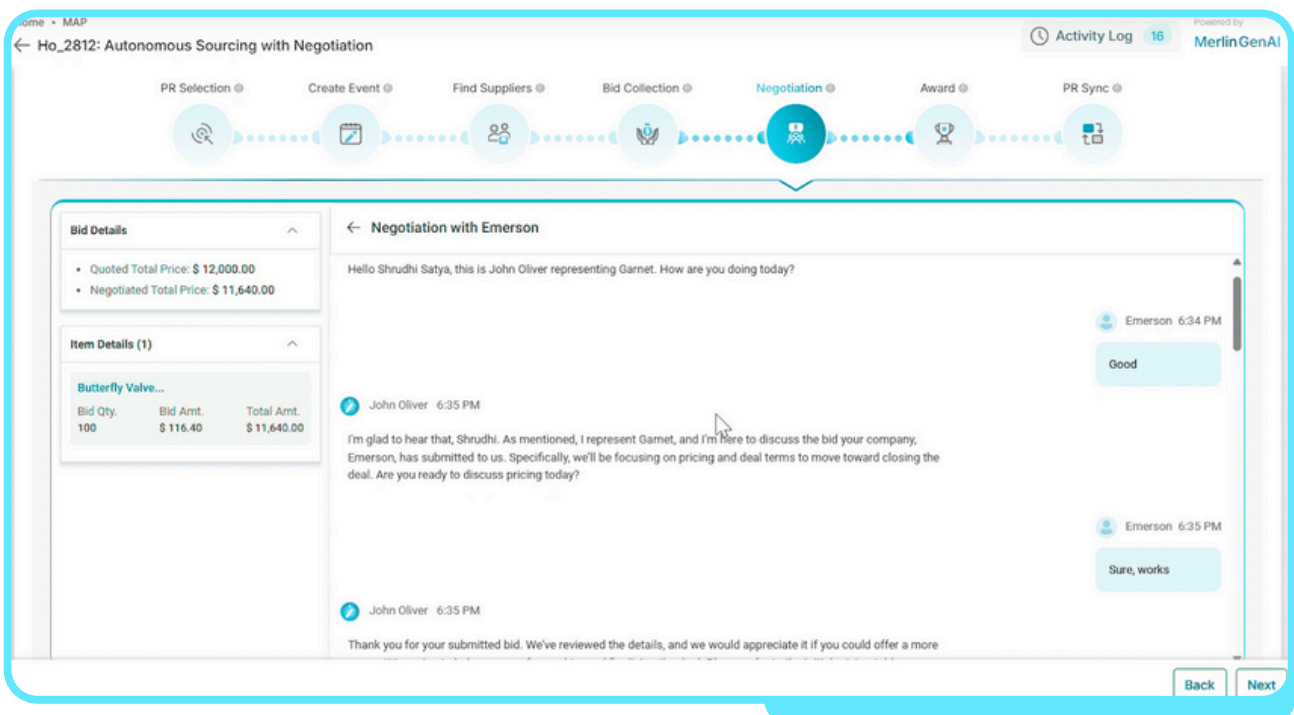
Provides regional, multilingual interfaces to support global procurement operations seamlessly.

## The Outcomes

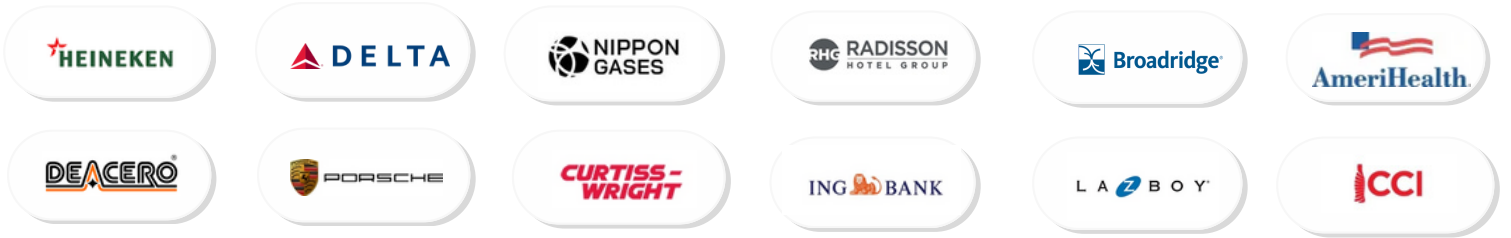


## The Zycus Edge

- Organically Built and Native to S2P**  
 ANA doesn't sit outside the process, it inherits context from Intake, sourcing, supplier data, contracts, and procurement, ensuring negotiation is never isolated.
- Scalable ROI Without Scalable Cost**  
 Unlike BPOs that scale cost with volume, ANA scales savings — delivering more outcomes at a fraction of traditional operating expense.
- Category-Aware Negotiation Playbooks**  
 Embedded logic aligns with category nuances ensuring every negotiation reflects category strategy.
- Security, Reliability & Global Readiness**  
 Built on enterprise-grade security, data protection, and high-availability standards.



## Zycus— Trusted by World’s Leading Organizations




**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

## Trusted by Leading Analysts



2025 Gartner Peer Insights 'Voice of Customers for S2P'  
Zycus is recognized as a **Customer Choice** in 2025 Gartner Peer Insights VOC for Source-to-pay suites.



The Forrester Wave™: Supplier Value Management (SVM) Platforms, Q3 2024  
Zycus recognized as a **Leader** in The Forrester Wave™: Supplier Value Management (SVM) Platforms, Q3 2024



IDC Marketscape: Worldwide AI-Enabled Source-to-Pay Applications 2025  
Zycus recognized as a **Leader**  
IDC Marketscape: Worldwide AI-Enabled Source-to-Pay Applications 2025 Vendor Assessment

Why settle for ordinary?  
Experience extraordinary with Zycus

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