

NEW ERA OF SOURCING

Merlin Agentic Sourcing

Describe a business problem. Get a sourcing strategy.

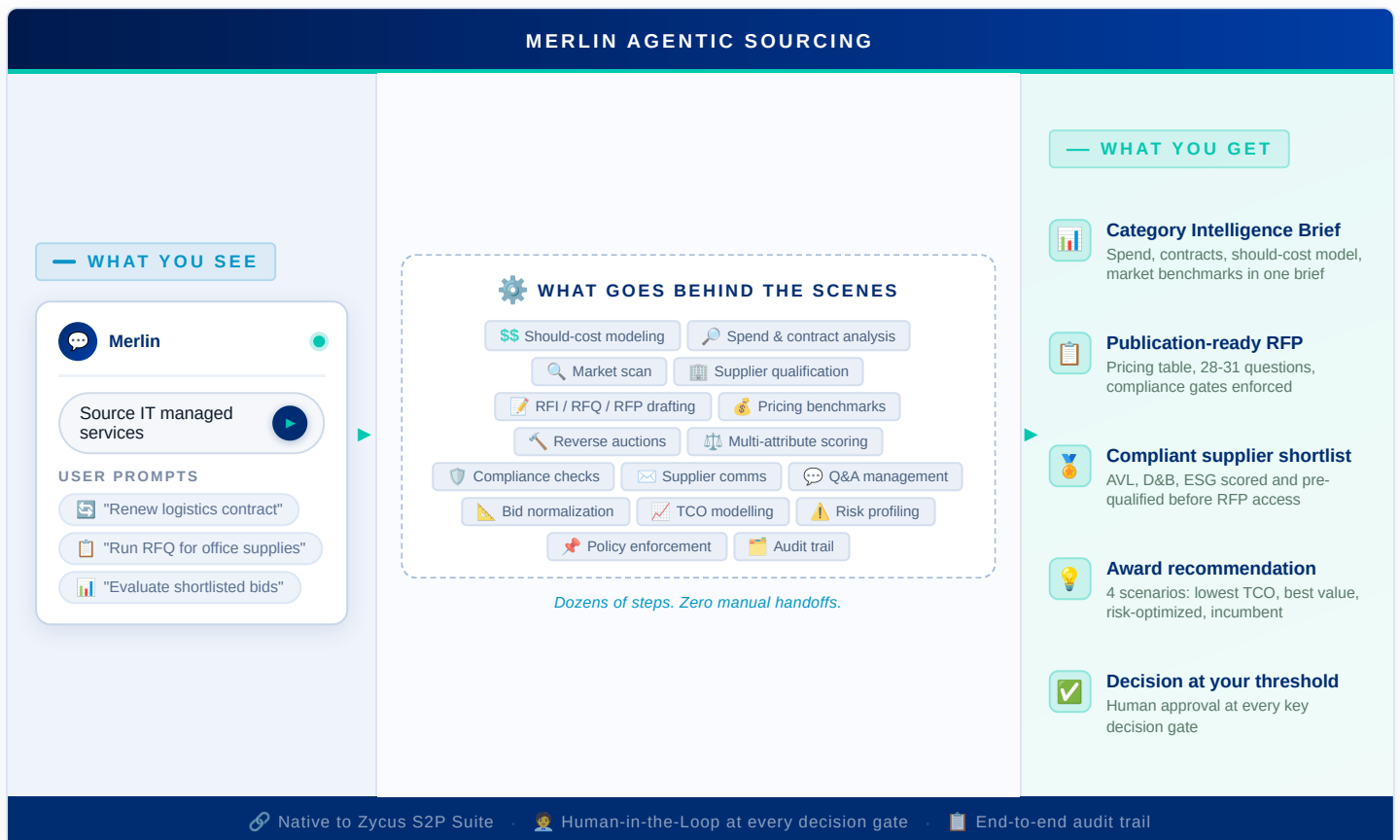
MAS connects category intelligence, supplier discovery, and market benchmarking to build your strategy before the first supplier is contacted, then runs the full sourcing cycle end-to-end.



THE CHALLENGE

Sourcing hasn't changed in decades. Teams still spend weeks building RFPs from scratch, complex events end up in spreadsheets and email, and your most experienced procurement team members are buried in templates, instead of analyzing markets, assessing risk, and driving strategic decisions.

THE SOLUTION: OVERVIEW



Two agentic flows. One sourcing intelligence layer.

Merlin Agentic Sourcing thinks like your best category manager. Then executes like your fastest sourcing team.

THE TWO AGENTIC FLOWS AND WHAT THEY HANDLE

Strategy Flow

Category intelligence and spend strategy

- Should-Cost
- AVL / D&B
- ESG
- 36-Month Spend

MAS analyzes 36 months of spend and contracts, builds should-cost models from commodity indices, and scores suppliers against AVL compliance, D&B financial health, and ESG criteria before any event is issued.

Replaces €50K consultant engagements per category.

Execution Flow

RFP execution and award intelligence

- Pricing Tables
- Go/No-Go
- 4 Scenarios

MAS creates 30-line pricing tables in 3 minutes, loads 28-31 questions from past RFP playbooks, validates suppliers through 8+ mandatory compliance gates, and models 4 award scenarios with savings calculations.

100% supplier response rate in live demos vs. 60-75% industry norm.

CORE CAPABILITIES

◆ INTELLIGENCE

• Should-Cost Modeling

AI-built cost breakdowns from commodity indices, labor rates, and market benchmarks. Hours, not weeks. Replaces €50K consultant engagements per category.

• Supplier Discovery (D&B + AVL + ESG)

Global supplier search with D&B financial scoring, AVL compliance hard gates, and ESG weighting configurable to 40% of supplier rank. Non-compliant suppliers excluded before RFP access.

• Spend & Contract Intelligence

36-month spend analysis combined with iContract expiry signals to create automated savings plan workflows before the first event is issued.

◇ EXECUTION

• Autonomous RFP Authoring

Pricing tables with volume tiers in 3 minutes, 28-31 questions auto-loaded from past playbooks. Category-aware and compliance-enforced, not built from scratch.

• Go/No-Go Validation

8+ mandatory compliance gates enforced before suppliers access the RFP: ISO certifications, insurance, AVL status, financial health. Non-compliant suppliers are auto-disqualified.

• Award Scenario Modeling

Four scenarios: lowest TCO, best value, risk-optimized, incumbent retention. Each with savings calculation, negotiation leverage, and rationale. No black box.

● CONTROL

• Human-in-the-Loop

Configurable approval gates at every decision point. You define where agents act vs. escalate. Human judgment stays at every consequential decision.

• Full Audit Trail

Every agent action logged, timestamped, and policy-mapped. Defensible at audit, board, or regulator level.

• Compliance Guardrails

GxP, NIS2, EU Data Residency rules enforced at source, not retrofitted after the fact. AVL and ESG gates configurable per regulated industry.

Measurable outcomes. Not just promises.

What procurement organizations see after deploying Merlin Agentic Sourcing.

THE OUTCOMES

60%

Reduction in cycle time
From strategy to award

3–5×

More sourcing events
Same team, same time

8–15%

Additional savings
Via benchmark-driven negotiation

100%

Policy compliant
Across all sourcing events



What would have taken weeks of analyst effort, completed in one guided conversation, with human approval at every decision point.



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SEE IT IN ACTION

**Ready to run your first
agentic sourcing event?**

Schedule a live walkthrough with a Zycus sourcing expert.
We'll model MAS against a real category from your portfolio
and show you what autonomous looks like.

REQUEST A DEMO

zycus.com/merlin