



# Source-to-Pay Solutions



**Streamline your procurement processes and keep pace with dynamic market changes with Zycus' comprehensive source-to-pay suite and world class customer support**

## Analyst Recognition



**Zycus cited in the Gartner's Magic Quadrant for Procure-to-Pay Suites, 2019** offering "good core P2P capabilities"

**Recognized as a Leader for the 4th time in a row** in Gartner's 2018 Magic Quadrant for Strategic Sourcing Application Suites

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**Named Leader** in The Forrester Wave™: eProcurement, Q2 2017

**Positioned as a Leader** in the Forrester Wave™: Contract Life-Cycle Management, Q1 2019

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**Zycus is Solution Leader** under the NIMBLE Persona for Souce-to-Pay - Q2 2018 SolutionMap

**Zycus ranks in the highest quartile** for all three use cases in Gartner's 2018 Critical Capabilities for Strategic Sourcing Application Suites

# Comprehensive Source-to-Pay Suite

## Spend Analysis

Obtain fast and granular visibility into global spend and unlock potential cost-saving opportunities with innovative strategies

**Autoclass:** Patented artificial intelligence-powered spend classification engine

**iAnalyze:** Easy-to-use, big data reporting with enhanced visualization capabilities, and automated savings opportunity finder

**iCost:** Advanced analytics for commodity price tracking and cost modeling



## eSourcing

Accelerate sourcing processes for fact-driven decision making

**iSource:** Extremely configurable, easy-to-use solution able to host scalable sourcing events for both simple and complex categories



## Contract Management

Standardize contract creation, conduct regulatory checks and maintain a single version of truth for all contracts

**iContract Repository:** Smart centralized repository for easy contract search and utilization tracking

**iContract Authoring:** Faster contract creation, collaboration and negotiation using business rules



# Comprehensive Source-to-Pay Suite

## Supplier Management

Automate supplier performance and information management for buyer-supplier relationships that are innovation friendly

**iPerform:** 360-degree supplier performance measurement and collaborative supplier development for risk mitigation

**iSupplier:** Centralized on-boarding and management of supplier information for clean, consistent data and compliance



## Financial Savings Management

Give structure and credibility to savings projects, cut across functional boundaries and promote recognition and realization of bottom-line cost savings

**iSave:** Advanced first-of-its-kind savings management solution bridges gap between procurement and finance



## Procure-to-Pay

Close the compliance blind spot for off-catalog requisitions, which account for 30% or more of all requisitions in typical procure-to-pay deployments and 50% or more of total spending

**eProcurement:** End-to-end catalog lifecycle management plus guided procurement system (GPS) enforcing compliance in non-catalog requests

**eInvoicing:** A supplier-portal centric eInvoicing solution complete with 2- and 3-way matching and robust workflow



## Advanced Modules that Integrate with Zycus Suite

### **iRequest**

Unique requisition platform for non-procurement users to send requests to procurement function.

### **iManage**

Centralized project management platform to govern all sourcing, category, supplier management and new contract creation projects.

### **Supplier Network**

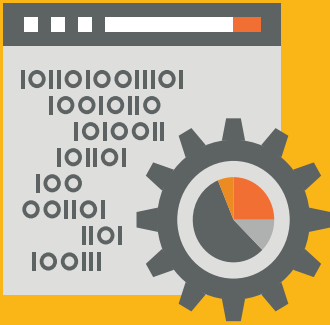
Better collaboration between suppliers and buyers for all procurement processes on a centralized platform.

### **One View**

Combined view of supplier information, including associated contracts, POs, sourcing projects etc.

# The Zycus Advantage

1



Organically Built  
Source-to-Pay Suite

2



Higher User Adoption

3



Subject Matter Expertise

4



Agile Customer  
Responsiveness

5



Customer Driven  
Innovation

## Customer Success Testimony



As we look to go forward in the future with Zycus we see the development of the AI technology, as well as the bots in being able to leverage that within our buying process and contracting process, to streamline those activities and just make the overall user experience more effective and efficient.

**Morgan Gandee**  
Director Global Indirect Procurement, Belden (US)



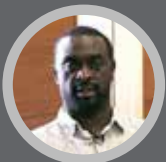
So far our partnership with Zycus has been very pleasing. It is very helpful to work with a party who has understood and taken time to understand Heineken as a business and helped us with what we need for our development journey. The commitment of team at Zycus has helped us achieve all the deadlines, which is very special.

**Ruth Bromley**  
Director Procurement Development & Operations,  
HEINEKEN Global Procurement



One thing that stood out for me at Zycus is AI. AI is coming and I am excited about it! I am going to look at ways we introduce AI in our business processes so we can be faster, leaner, smarter and more profitable as a business.

**Ben Briggs**  
Group General Manager- Procurement and Supply,  
Crown Resorts Limited (Aus)



With Merlin as well as Dew Drops we can start taking the department to the next level, because the bots are very interesting to me. I am looking forward to see how they can add value to my business.

**Cory Thwaites**  
Executive Director Procurement, TECOM Group (MEA)

# Strong Customer Support

## Rapid Implementation

Get guaranteed success for **both big bang and phased solution implementation** with processes for change management, communication and risk mitigation

Ensure **100% transparency** in project timelines and costs with highly scalable support and infrastructure model



## Focused Group Training

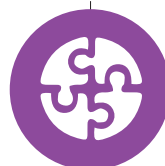
Learn from dedicated **Zycus University** experts who train on both solution functions and industry best practices

Leverage a healthy mix of creative training programs, role-based onsite and offsite sessions, frequent webinars, solution user guides and collaterals



## Seamless Integration

Leverage **hybrid integration model**, including flatfile exchange, internally built API connector, iConsole and third party web services for faster integration with any ERP, application or database



**Avoid duplicate data entry** by integrating business processes using simple, four-step minimal coding process

# Strong Customer Support

## Effective Performance Monitoring

Access Zycus' highly responsive customer support team through dedicated online portal, live chat, phone and email to assure **high transparency** and quick turnaround times



Enjoy **superior solution performance** across geographies and track adoption rates with cutting-edge **Application Performance Monitoring (APM) and Content Delivery Network (CDN)** software



## Robust Success Management

Obtain dedicated **Customer Success Manager** responsible for all aspects of your interaction with Zycus with special focus not only on achieving customer satisfaction but delight and high user adoption

Build high-performing procurement team with proven **120-day success plan** and effective change management process

## Customer Advisory Board

Join Zycus Customer Advisory Board to exchange ideas and become a driving force behind **monthly product upgrades**



Leverage **Voice of Customer Initiative** for product enhancements; participate in BETAs, feature releases and wish lists

## We Are:



### Globally Present

Offices and customers across the globe  
and a strong partner network



### Procurement Focused

40% of the employees  
devoted to R&D



### Strong and Sustainable

Privately owned and self-funded,  
assuring a longterm partnership

## About the Company

Zycus is a leading global provider of complete Source-to- Pay suite of procurement performance solutions. Our comprehensive product portfolio includes applications for both the operational and the strategic aspects of procurement - eProcurement, eInvoicing, Spend Analysis, eSourcing, Contract Management, Supplier Management, Financial Savings Management, Request Management and Project Management.

Our spirit of innovation and our passion to help procurement create greater business impact are reflected among the hundreds of procurement solution deployments that we have undertaken over the years. We are proud to have as our clients, some of the best-of- breed companies across verticals like Manufacturing, Automotives, Banking and Finance, Oil and Gas, Food Processing, Electronics, Telecommunications, Chemicals, Health and Pharma, Education and more.

## Contact Us:

**Netherlands:** **Zycus Infotech Netherlands B.V**  
REGUS, Herengracht 282, 1016BX  
Amsterdam , The Netherlands

**UK: London:**  
Regus - Reading, Office No 335, 400 Thames  
Valley Park Drive Reading, Berkshire,  
England, United Kingdom, RG6 1PT  
+44 (0)808 189 0327  
+44 (0)808 189 1423

**USA: Princeton:**  
103, Carnegie Center Suite 321  
Princeton, NJ 08540  
609-799-5664

**Chicago:**  
5600 N. River Road; Suite 800  
Rosemont, IL 60018  
847-993-3180

**Atlanta:**  
555 North Point Center East  
4th Floor, Alpharetta, GA 30022  
678-366-5000

**India: Mumbai:**  
Plot No. GJ – 07, Seepz++, Seepz SEZ  
Andheri (East), Mumbai 400 096  
+91-22-66407676

**Pune:**  
Pride Purple Accord, 1st Floor, Above  
Vijay Sales, Next to Hotel Mahableshwar,  
Baner Road, Pune 411045  
+91-22-66407676

**Bangalore:**  
MFAR Silverline Tech park, Unit No. 2,  
3rd Floor, Plot No. 180, EPIP Area,  
2nd Phase Whitefield, Bangalore 560066  
+91-80-46737676

**Australia: Melbourne:**  
Level 9, 440 Collins Street  
Melbourne Victoria 3000

**Middle East: Dubai:**  
Unit EX – 20 , Building No 12,  
Dubai Internet City, Dubai , UAE,  
PO BOX No. 73000

**SEA: Singapore:**  
101 Cecil Street, #20-11, Tong ENG  
Building - 069533