

ZYCUS™



Case Studies of Successful Procurement Turnaround



Global Food & Beverage Giant Ropes in Zycus for Seamless Procurement Transformation

About the Company

The client is a US-based Multinational Confectionary, Food & Beverage company which employs about 1,07,000 people around the globe. The company manufactures chocolate, biscuits, gum, confectionery, and powdered beverages. The organization has annual revenue of about \$30 billion and operates in approximately 165 countries.

Business Objectives

- Manage a global multi-language contract management scenario
- Avail all-in-one platform to manage our complex global supplier base
- Implement a single global team to support the spend areas and provide solution-expertise
- Build a knowledge hub for procurement projects, bids, auctions, contracts and supplier information management

Challenges in the existing procurement structure

- Laborious tasks stretched sourcing cycles
- Obsolete contract management solution being used
- Exposure to compliance and legal risks
- Absence of a solution to support Content Delivery Network (CDN)

Facts and Figures

850+ Number of users for eSourcing

45086 Numbers of Suppliers On boarded

31880 Numbers of Contracts Uploaded

1195+ Number of users for Contract Management

Zycus Solution

- Contract Management, Project Management, eSourcing, Supplier Performance Management

Why Zycus?

- Extensive collaboration with client to mitigate risks
- Customized solution to standardize global templates
- Daily requirements, weekly project management, and monthly steering committee calls/meetings
- Delighted customer due to amazing post-sales network and service
- Dedicated onsite-Zycus Regional Customer Success Manager
- Client-enablement with "Train the Trainer" sessions across the globe

Business Impact

- Eliminating compliance and security risks
- Minimized manual processes
- Catalysis of sourcing cycles
- Managed supplier base
- Quantifiable supplier-perform analysis
- Two-way dissemination of latest information

A Leading Oilfield Services Provider Transforms their Supplier Management with Zycus

About the Company

The organization is a leading middle east-based service provider to oil and gas production, which is diversified globally. It offers various facilities like strategizing, planning, building & construction, operating and maintaining the oil and gas industry.

Business Objectives

- Achieve standardization and have one source of truth for supplier data with automation
- Better identification of supplier related risks and informed decision making
- Reduced cycle time for supplier performance measurement

Existing Landscape

- The organization was using Oracle as their ERP tool to manage their enterprise functions
- Supplier management processes like submitting of supplier documents and the approval process of the suppliers is carried out manually
- Reporting was done by their trained corporate team and however was not accessible to the individual power users

Challenges in the existing structure

- De-normalized supplier data due to inaccurate, incomplete and obsolete supplier records
- Lack of visibility to evaluate supplier performance
- Manual process for submitting of supplier documents and approvals

Facts and Figures

8000+ Suppliers on the Network

1200+ Suppliers on-boarded

15+ Active Users

Zycus Solution

- Supplier Management

Business Impact

- Auto-normalizing the supplier data during supplier profile creation to check the duplication
- Pulling out intelligence reports, dashboards and other analytics for comprehensive view and quick analysis of Supplier performance
- Automated approval workflows to implement supplier data

International Luxury Hotel Chain in Dubai Brings Their Purpose of Procurement Automation to Life with Zycus

About the Company

The organization is an international hotel chain based out of Middle East. It is known for its innovative and most luxurious hotels and resorts all across the world. It has been awarded numerous and most precious accolades in travel and tourism.

Business Objectives

- Improve visibility on supplier information and contractual documents, ensuring better governance
- Reduce cycle times for source to contract and give access to savings and event statistics

Challenges in Existing Structure

- Manual process for managing vast supplier information and supplier on-boarding
- No automation for managing & tracking of contracts
- The existing ERP system captured all the transactional data

Facts and Figures

100+ sourcing events conducted

200+ contracts generated

2000+ suppliers on-boarded

>85% User adoption rate

3.3 Million Dirhams savings in first quarter

Zycus Solution

- iContract
- iSupplier
- iSource

Business Impact

- Increased efficiency and productivity in procurement processes with automation
- Instant visibility into savings and event statistics
- Enhanced stewardship, security and continuity around important contract documents
- Better identification of new suppliers and informed decision making

About us

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 strategic and the operational aspects of procurement - eProcurement, eInvoicing, Spend Analysis, eSourcing, Contract Management, Supplier Management, Financial Savings Management, Project Management and Request 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.



- USA** :
- Princeton:** 103 Carnegie Center, Suite 321, Princeton, New Jersey, United States, 08540 | Ph: 609-799-5664
 - Chicago:** 5600 N River Road, Suite 800 Rosemont, IL 60018 Ph: 847-993-3180
 - Atlanta:** 555 North Point Center East; 4th Floor, Alpharetta, GA 30022 Ph: 678-366-5000
- UK** :
- London:** Kajaine House, 57-67 High Street, Edgware, Middlesex HA8 7DD, United Kingdom Ph: +44(0)1189-637-493
- ASIA** :
- Mumbai:** Plot No. GJ-07, Seepz++, Seepz SEZ, Andheri (East), Mumbai - 400 096 Ph: +91-22-66407676
 - Pune:** Pride Purple Accord, 1st Floor, Above Vijay Sales, Next to Hotel Mahableshwar, Baner Road, Pune - 411045 Ph: +91-22-66407676
 - Bangalore:** MFAR Silverline Tech park, Unit No. 2, 3rd Floor, Plot No. 180, EPIP Area, 2nd Phase Whitefield, Bangalore 560066 Ph: +91-80-46737676
 - Singapore:** 101 Cecil Street, #20-11, Tong ENG Building - 069533
- AUSTRALIA** :
- Melbourne:** Level 9, 440 Collins Street, Melbourne VIC 3000
- MIDDLE EAST** :
- Dubai:** Unit EX - 20 , Building No 12, Dubai Internet City, Dubai , UAE, PO BOX No. 73000