ZYCUS
COGNITIVE PROCUREMENT

TRANSFORMING GOVERNMENT
Procurement in ANZ

GOVERNMENT PROCUREMENT TRANSFORMATION

Government Procurement and Commercial Procurement initiatives might well be two sides of the same coin, however, they couldn't be any more distinct. While any Procurement initiative revolves around factors such as Compliance, Savings, and Inter-Department Synergy, Government Procurement brings in the element of catering to the needs of the people, making it easier and convenient for the society at large to reap the benefits out of the technology initiatives a Government undertakes.

Broadly speaking, priorities of Government Procurement can be classified as:
- ❖ Compliance
- ❖ Savings
- ❖ Social Objectives
- ❖ Synergies across Departments
- ❖ Citizen Friendly face of e-Governance

SOCIAL PROCUREMENT

It is imperative that each and every Government Procurement transformation project lays out a plan for meeting social procurement objectives.

Here are a few key pointers for Social Procurement:

Figure 1: Social Procurement

Figure 1 depicts two scenarios, the top one talks about how most businesses view Procurement Transformation i.e. with an objective to drive economic value from each transaction. However, social procurement is a lot more than just driving economic value. In addition to the purchaser and supplier value, there's a dire need for Government Procurement teams to cater to social values created by the purchase. All of these combine to ensure that the end goal of catering to the larger public interest is met.

Listed below are a couple of case studies of Social Procurement initiatives driven by us.

Information on social procurement objective is captured at supplier, contract, and performance level.

CASE STUDY 1

Victorian Govt. leverages the following:

- ❖ Our application mandates the vendors to compulsorily accept the code-of-conduct on modern slavery, sustainable resources etc. during on boarding as well as participating in any procurement activity.
- ❖ Our application segregates and identifies the vendors as 'Aboriginal Tribes' so that they can get special advantages while awarding contract.
- ❖ Our application tracks local job generation by vendors

CASE STUDY 2

A large government owned electricity generator gets visibility into supplier information on the following aspects:

- ❖ Indigenous owned organization
- ❖ Traditional owner
- ❖ Comply with disability
- ❖ Discrimination act
- ❖ Domestic violence policy in place
- ❖ Our application tracks local job generation by vendors

ENSURING SYNERGY ACROSS DEPARTMENTS

While catering to the society is a key objective of any Government initiative, a distinct challenge confronting every major Government department is a lack of synergy across its own sub-departments, which in turn impacts the larger goal of achieving community value. The need of the hour calls for solutions which not only cater to the specific requirements of a department but at the same time extend commonalities across all departments to ensure the goals of social procurement and community values are achieved. Here's a quick snapshot of how we enable this best-of-both-world scenario. (See Figure 2)
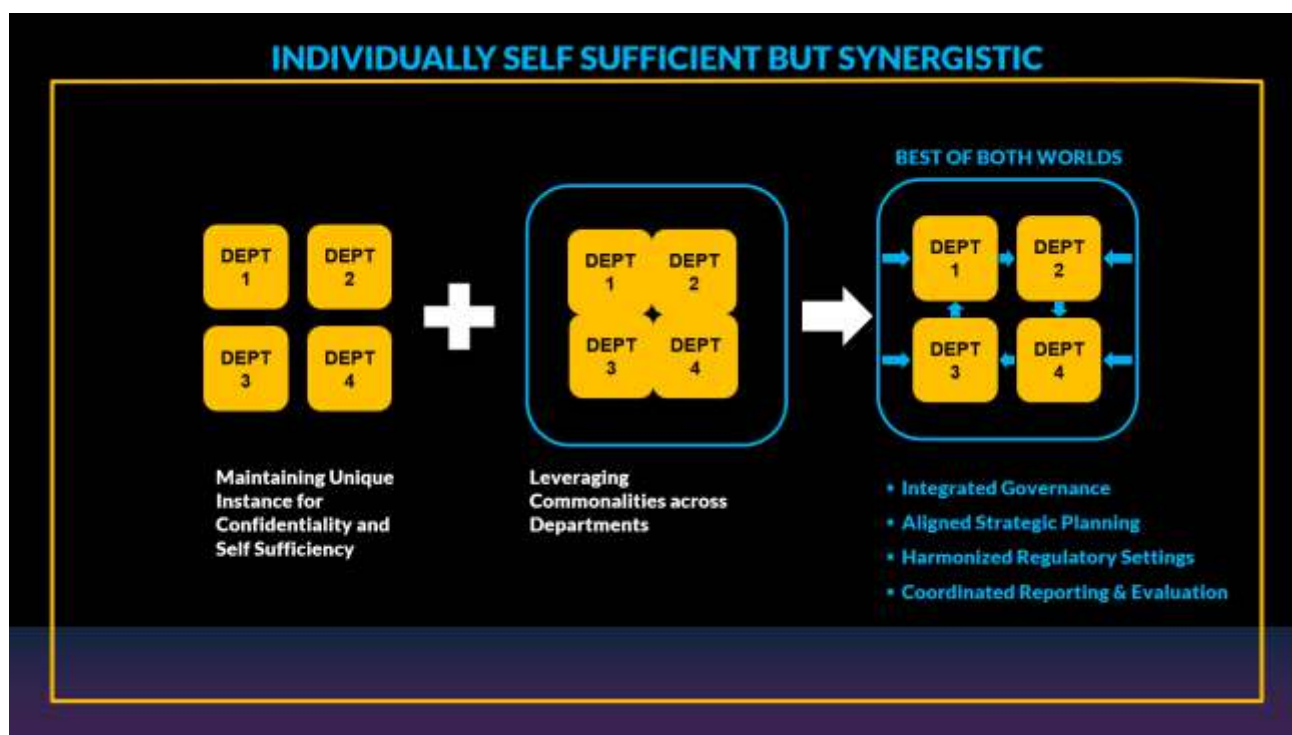

Figure 2: Distinct yet Synergistic

In addition, with the evolution of technology, solutions such as Insight Studio and Spend Analytics have been created which help in showing end users a common picture across departments, without having to create individual reports across each department. (See Figure 3)
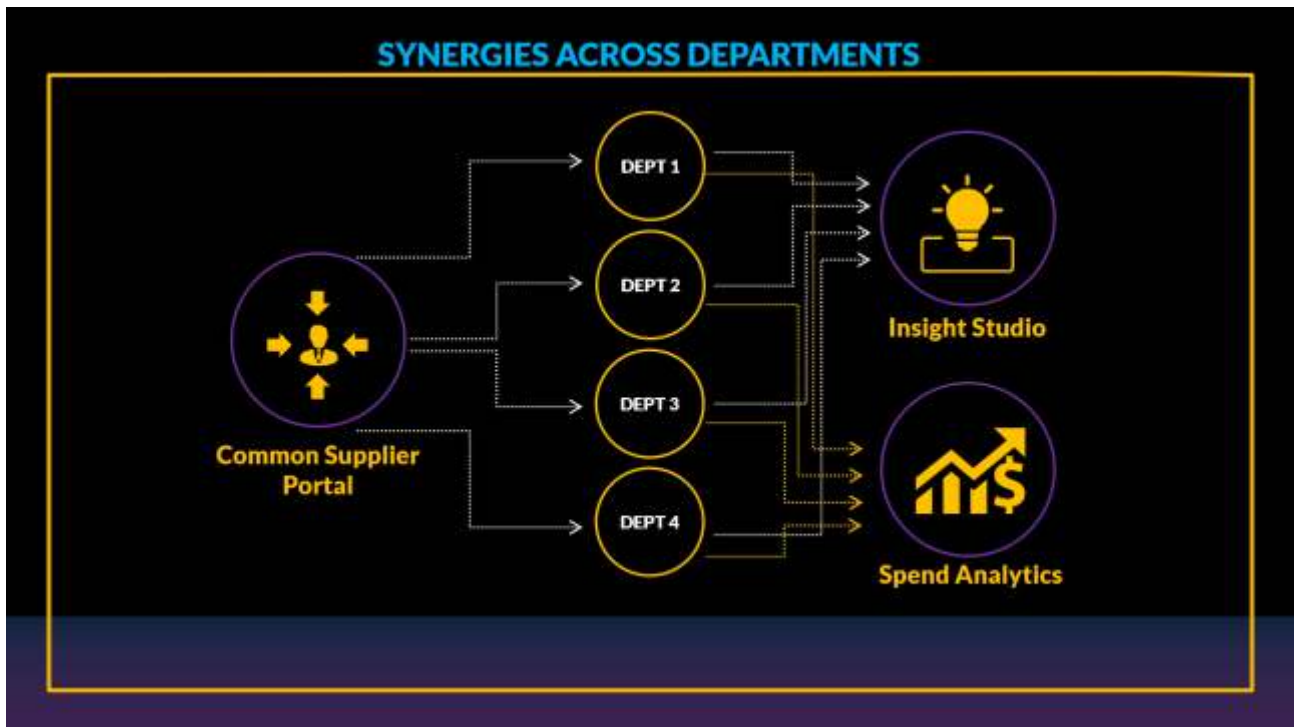

Figure 3: Insights and Spend Analytics

CITIZEN FRIENDLY EGOVERNANCE

Finally, we use a common supplier portal to ensure a citizen friendly face of eGovernance. Here's how it helps

- ❖ A single window for suppliers to ensure fair and efficient public procurement
- ❖ Ease of use for vendors
- ❖ Roadmap- intuitive vendor app

CONCLUSION

Driving economic value is only a small part of undertaking Procurement initiatives by a Government. Community value and social objectives play an equally important role in ensuring the success of any Government Procurement initiative. Solutions that drive synergies across departments, and enable Governments to showcase a truly people friendly face of eGovernance are the need of the hour.
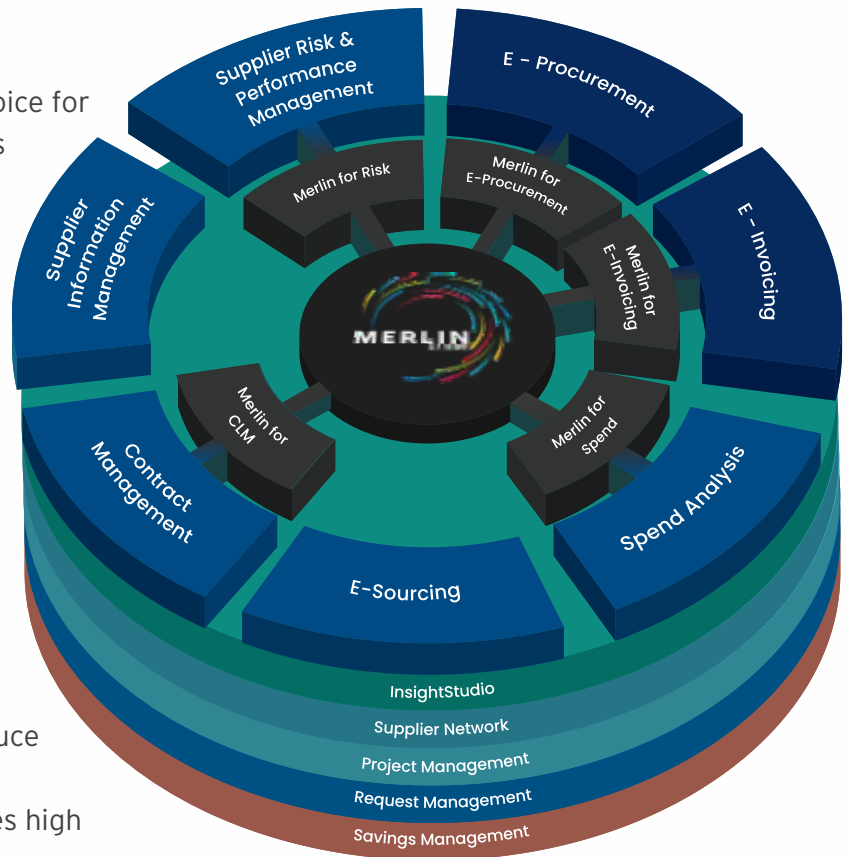
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ABOUT ZYCUS

Zycus is the pioneer in Cognitive Procurement software and has been a trusted partner of choice for large global enterprises for two decades. Zycus has been consistently recognized by Gartner, Forrester, and other analysts for its Source to Pay integrated suite.

Zycus powers its S2P software with the revolutionary Merlin AI Suite. Merlin AI takes over the tactical tasks and empowers procurement and AP officers to focus on strategic projects; offers data-driven actionable insights for quicker and smarter decisions, and its conversational AI offers a B2C type user-experience to the end-users.

Zycus helps enterprises drive real savings, reduce risks, and boost compliance, and its seamless, intuitive, and easy-to-use user interface ensures high adoption and value across the organization.

Start your #CognitiveProcurement journey with us, as you are #MeantforMore.

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