

## SAP APO competency

With the world's playing field getting increasingly leveled, your supply chain has undergone drastic changes. From focusing on short lead times, small batches and local suppliers, your supply chain has expanded in size, complexity and scope to network the world. Global, complex and dynamic, it must now deal with changing and heightened customer demands, increasing competition and declining margins.

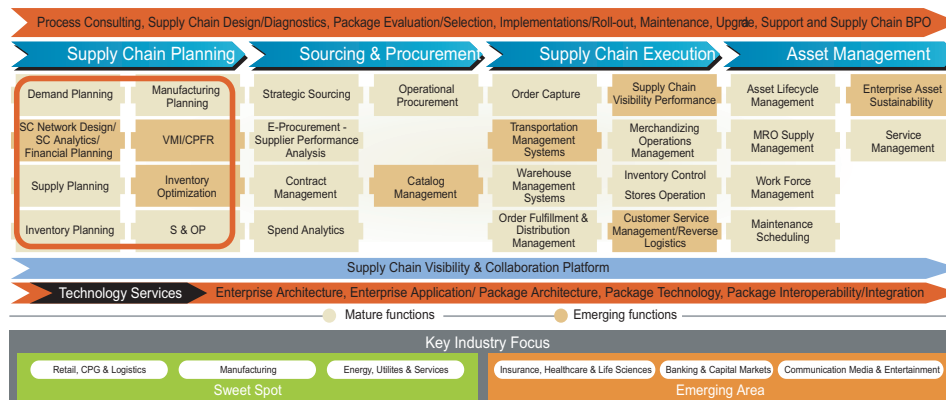
Supply chain managers need to deliver exceptional execution to gain any competitive advantage. Infosys' SAP Advanced Planner and Optimizer (APO) practice strives to create a step change across your demand planning, manufacturing planning, order promising, fulfillment planning, and detailed scheduling functions to drive supply chain performance. Our extensive service offerings assist you to keep pace with a dynamic, ever-evolving supply chain in the particular context of globalization.

Our SAP APO offerings are geared to deliver solutions enabled with robust project management tools, world-class methodologies and solutions that maintain consistent and superior quality. This is augmented via SAP APO propositions that help realize cost savings and generate greater value across the planning value chain.

### Our Value Proposition

- Infosys is a Global Service Partner with SAP, helping enhance customers' abilities to realize more effectively IT and business objectives from SAP APO investments.
- Our 100+ SAP APO practitioners have deep supply chain planning and cross-domain expertise, providing multiple service offerings including package evaluation, implementation and global rollouts, upgrade, technical development and customizations, support and maintenance, and Enterprise Risk Management.
- As our client, you can harness our rich repository of solutions like inclusive-Forecast (i-Fo), multi-level vendor planning and SAP upgrade which provide added value to your supply chain initiatives.
- Our track record is a result of the successful execution of several projects in the SAP APO space across verticals and service lines, covering the supply chain planning domain as highlighted below.

### Service Offerings



### Analysts Speak



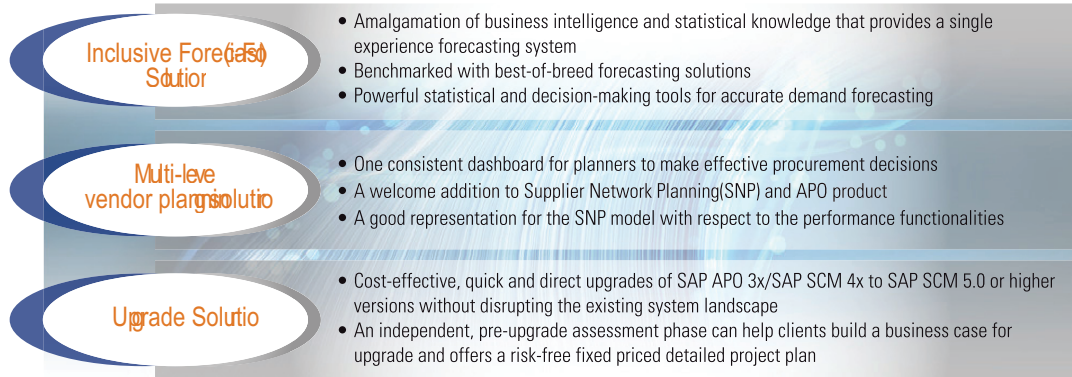
"Infosys is one of the top India-based consultancies in the SAP space. Its strategy and consulting services continue to grow, making it able to compete and win business against the largest multinational providers. Infosys has strong vertical expertise particularly across manufacturing, life sciences, CPG, and utilities. Infosys offers many compelling pricing and delivery models across implementation as well as ongoing support and maintenance of SAP."

Source: The Forrester Wave™: SAP Implementation Providers, Q3 2009 by Liz Herbert, August 10, 2009, Forrester Research Inc.

### SAP Alliance - focused on Co-creation

- Infosys is a **Global services partner** of SAP
- Infosys is **ramp up partner** for various SAP new releases including CRM and SCM
- As a technology partner: Infosys is involved into a **Procure-to-pay (BPO) platform, Newspaper in a box(NIAB)** and in All-in-one solutions for ISVs
- Infosys also **partners with SAP in field engagements** on various point solutions like RPM, XI and on various products including Business Objects
- SAP and Infosys are working jointly on strategic initiatives like accelerated deployment and eSOA based solutions

## Value Proposition Driven by Infosys' Differentiators



CLIENT	KEY CHALLENGES FACED	SOLUTION AND BENEFITS
Leading global imaging major	<ul style="list-style-type: none"> <li>&gt;&gt; Highly seasonal and spiky demand pattern, coupled with very short product lifecycles with high obsolescence risk</li> </ul>	<ul style="list-style-type: none"> <li>&gt;&gt; Implemented an innovative design of the timebound inventory that was pre-build with a dynamic safety stocking plan. This was done through a Multilevel Material and Capacity planning module of APO (Capable To Match module)</li> </ul>
Global consumer electronics giant	<ul style="list-style-type: none"> <li>&gt;&gt; Planning had to take place in a limited global downtime window</li> <li>&gt;&gt; Regional differences in processes had to be incorporated in the standard global design</li> </ul>	<ul style="list-style-type: none"> <li>&gt;&gt; Infosys designed, developed and implemented a scalable and robust supply chain planning solution involving SAP® APO implementation</li> <li>&gt;&gt; Improved supply chain metrics, specifically those concerning inventory, supply chain reaction time and fulfillment ratios</li> </ul>
Leading pharmaceutical company	<ul style="list-style-type: none"> <li>&gt;&gt; Client needed to implement SAP APO as a part of the business initiative to introduce Lean Management Principles</li> <li>&gt;&gt; Production planning process was not harmonized across all geographies</li> </ul>	<ul style="list-style-type: none"> <li>&gt;&gt; Delivered a global production planning process that was flexible on certain parameters by means of a fully functional APO PPDS solution</li> <li>&gt;&gt; Harmonized the planning process across all geographies</li> <li>&gt;&gt; Provided complete visibility across the supply chain</li> </ul>
Leading agribusiness company	<ul style="list-style-type: none"> <li>&gt;&gt; Multiple levels of globally spread dynamic supply chains</li> <li>&gt;&gt; Highly regional demand planning process</li> </ul>	<ul style="list-style-type: none"> <li>&gt;&gt; Infosys implemented the APO Pilot followed by a simultaneous APO functionality expansion in the DP-SNP-PPDS modules and geographical rollouts to new countries and product lines</li> <li>&gt;&gt; Improved scheduling and planning activities</li> </ul>

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### About Infosys

Many of the world's most successful organizations rely on Infosys to deliver measurable business value. Infosys provides business consulting, technology, engineering and outsourcing services to help clients in over 30 countries build tomorrow's enterprise.

For more information about Infosys (NASDAQ:INFY), visit [www.infosys.com](http://www.infosys.com).