

Leverage Infosys' SAP SRM Suite to Sync Your Supply Chain

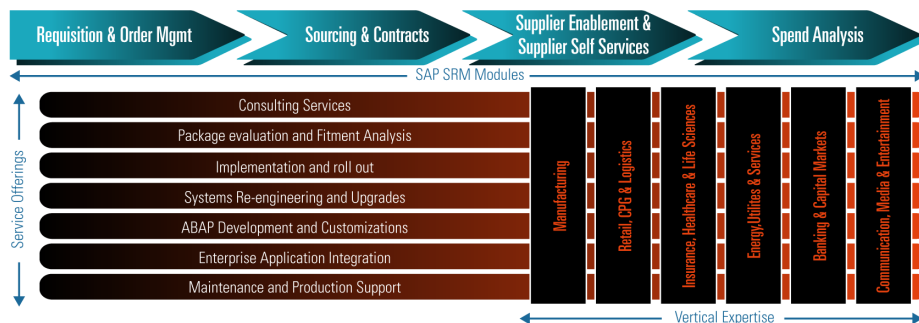
While the flattening world has created immense opportunities for companies by opening up new areas of growth, the new order also poses greater challenges. As companies go global, they must contend with evolving customer needs, rising customer expectations, worldwide markets, and expanding, complex supply networks. In such a scenario, companies require robust offerings that can keep pace with the dynamically reconfiguring supply chain.

Infosys has leveraged its vast expertise as a provider of high-value service offerings - ranging from IT strategy consulting to implementation services - to design an SAP Supply Relationship Management (SRM) Suite to help you get the best from your supply chain. Infosys' SAP SRM product offering delivers solutions that are enabled with robust project management tools, world-class methodologies and various in-house accelerators while maintaining consistent and superior quality. We help optimize the end-to-end procure-to-pay process by including services such as requisitioning, catalog management, supplier on-boarding, RFX and auctions, contract management, and expenditure analysis. Further, the SAP SRM offering is supported an Infosys-wide forum known as Platform to Procurement Practitioners (PPP) which rallies for procurement initiatives, thereby realizing cost savings and generating greater value across the buy side.

Value Proposition

- Infosys is a Global Service Partner with SAP, enabling customers to effectively realize IT and business objectives through SAP SRM investments.
- Partnership with SAP for application testing and development of value scenarios in upcoming SRM versions.
- Resource pool of 100+ SAP SRM experts, including process and functional experts possessing valuable domain knowledge and industry expertise.
- Multiple service offerings such as package evaluation, implementation and global rollouts, upgrade, technical development and customizations, support and maintenance, and Enterprise Risk Management.
- As a client, you gain access to added solutions and accelerators such as Leveraged Contract Management (LCM), Reconnaissance for Adaptive Procurement (RAP), Procure-To-Pay (P2P) based on Infosys Business Platforms (IBP) and Non-Functional Requirements (NFR) templates, supplier on-boarding kit, etc. These tools are a value addition to the existing SAP SRM initiatives and are supported by the Infosys SAP SRM Center of Excellence (CoE).

Service Offerings



Analysts Speak

FORRESTER

"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

	Procure-To-Pay P 2 P	Leverage Contract Management L C M	Reconnaissance for Adaptive	Non functional Requirement N F R
PURPOSE	<ul style="list-style-type: none"> An integrated offering to manage indirect spends through the source-to-pay lifecycle 	<ul style="list-style-type: none"> Reduces cost by providing the requestor with early visibility into the required contract information like tiered pricing terms, payment terms and freight terms to the requestor while creating requisitions 	<ul style="list-style-type: none"> Synergizes the e-Procurement system and optimizes the existing IT investment Provides a 360° view of the procurement landscape and helps adopt technology-neutral pioneering practices 	<ul style="list-style-type: none"> Achieve clarity and control over implicit and explicit performance requirements throughout the implementation lifecycle. Identify failure scenarios for efficient de-risking according to the technology change management plan
ADVANTAGES	<ul style="list-style-type: none"> Provides a single platform for process, technology and infrastructure outsourcing coupled with a variable pricing model, thereby ensuring flexibility to modulate operational expenditure in line with the business cycle 	<ul style="list-style-type: none"> Improves the effectiveness of supplier contracts through real-time visibility into contract terms, resulting in reduced risk, enhanced supplier relationships and assured savings to the bottom line 	<ul style="list-style-type: none"> Leverages best procurement practices by performing gap analysis, benchmarked against best-in-class practices and supported with relevant metrics 	<ul style="list-style-type: none"> NFR elicitation correlating to every layer of solution ecosystem. Proactively generate preparedness and action plans necessary to realize technology change management on an ongoing basis as the solution evolves

Clients who Leveraged Infosys' expertise in SAP SRM

CLIENT	SOLUTION PROVIDED	BENEFITS
Electricity generation, transmission and distribution business in Hong Kong	Solution design and delivery revolved around implementing an SAP SRM bidding engine and Live Auction cockpit with project management and collaboration interface with cProjects and cFolders. Pioneered digital security implementation for enhanced process security.	<ul style="list-style-type: none"> Automated the procurement process seamlessly, thereby facilitating process flexibility, cost excellence and a structured project management interface
US oil field services major, operating in over 90 countries worldwide, employing over 39,000 people	Quick implementation of the SAP SRM 7.0 module. A prototype was developed to showcase Plan-Driven Procurement and SAP Contract Lifecycle Management (CLM). The application was rolled out in two phases - first to senior managers and then across the corporation.	<ul style="list-style-type: none"> Enabled an integrated strategic sourcing procurement process catering to a large spend of almost 72% constituting direct materials Enhanced controls and compliance for strategic sourcing, supplier collaboration, and contract management practices across the organization
Leading chemical company based out of North America	Greenfield implementation of the SAP SRM Enterprise Buyer Professional (EBP) module. The project scope involved procure-to-pay processes, shopping cart creation and approval, and creation of backend follow-up documents, particularly Goods Receipt and Invoicing in R/3.	<ul style="list-style-type: none"> Enabled a highly efficient requisitioning process with SOX-compliant workflows and catalog integration Automated invoice posting with minimal manual intervention Enabled integration with the marketplace
A globally acclaimed automotive Tier 1 supplier based out of North America	Implementation of the Extended Classic Scenario for a focused control on indirect spend. Design and implementation of third-party catalog integration. Global SRM Deployment (Rollouts) - Configuration of the existing and new functionality as part of the rollout in NA and EU. Global Support and Maintenance - More than 5000 users supported across 125 plants across all geographies.	<ul style="list-style-type: none"> Streamlined procurement process with excellent data visibility Material cost reductions, due to availability of consolidated purchasing information Reduced delivery time and cost of IT projects, due to innovative use of Global Delivery Model



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.

For more information, contact askus@infosys.com