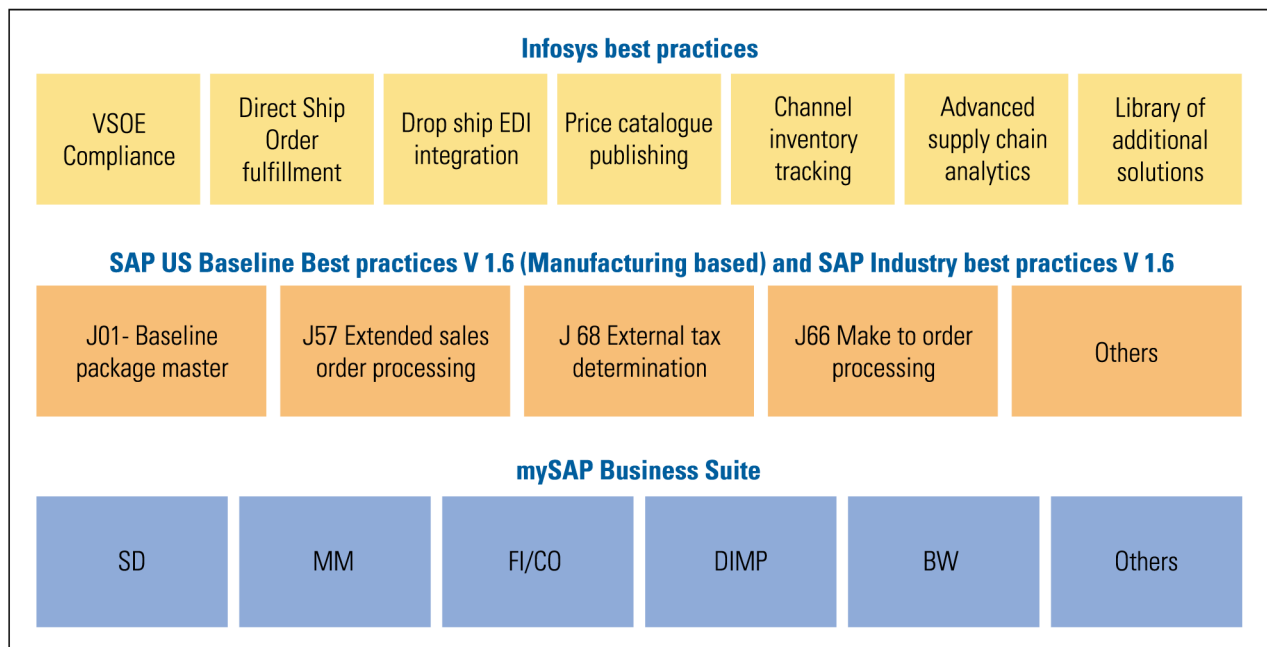


SAP solution for High-Tech SMEs

Proven and Comprehensive Solution
Ready-to-deploy Industry Experience and Best Practices
Predictable Cost of Implementation
Scalable Solution
Quicker Implementation
Faster ROI

Small and medium enterprises constantly grapple with competitive pressure, limited budgets, need for business continuity at all costs, and a holistic ERP solution that will help deal with business challenges. The Infosys SAP solution comprehensively addresses the needs of SME software vendors and OEMs, leveraging the power of SAP best practices and Infosys' experience in implementing complex business solutions for the high tech industry.



The individual features of the high tech solution can be implemented independent of each other as a stand-alone plug-and-play functionality. Our innovative to-be prototyping methodology allows you off-the-shelf deployment that gives you significant savings in the time to implement.

Solution Features	Benefits
<p>Infosys' SAP Solution for High Tech Small and Medium Enterprises:</p> <ul style="list-style-type: none"> • VSOE Compliance: Enables software vendors to implement revenue recognition methods that comply with AcSEC guidelines. • Channel inventory tracking: Enables accurate tracking of inventory in reseller channel • Advanced supply chain analytics: Pre-built analytics based on SCOR (Supply Chain Operations Reference) Model • Automatic vendor price induction: Minimizes manual effort of updating vendor price lists • Direct ship order fulfillment: Enables shipment from third party manufacturers to customers directly, reducing costs and shipping times. • Drop ship order fulfillment with EDI integrates the drop ship supply chain that enables vendors to sell third party products without owning inventory. • Price catalogue publishing: Real time price update across multiple channels without affecting performance. Capable of publishing only price changes, if required. • Comprehensive business process flows based on SAP Best practices • Implementation accelerators, documentation and training materials are part of the package. • Fixed price implementation 	<p>Infosys' SAP Solution for high tech SMEs:</p> <ul style="list-style-type: none"> • Provides opportunity for business process improvement through access to industry best practices and experience • Ensures faster ROI. Provides up to 50 per cent reduction in implementation timelines and cost compared to standard implementation approaches • Offers a powerful Supply Chain Operations Reference (SCOR) model based analytics to enable better decision making • Ensures minimal business time spent during implementation • Provides out of the box solutions addressing key pain points like VSOE compliance, revenue recognition issues, channel inventory tracking, need for innovative order fulfillment models, EDI integration, variant configuration, etc. • Offers a completely scalable solution built on mySAP ERP 2005 to accommodate rapid business growth and expansion • Provides detailed training and documentation through pre-built material. • Offers built-in integration with multiple sales channels and electronic data interchange (EDI)

Allied services

Business Process Outsourcing

We offer business process outsourcing solutions to our global clients by leveraging process, domain and people management expertise. We manage risk for our clients through a scalable, cost-effective and predictable delivery platform

Enterprise Solutions

We provide services and solutions spanning the enterprise value chain with focused groups aligned to products and functions built around centres of excellence. ES has delivered services and solutions in more than 28 countries spread across the globe.

Infrastructure Management Services

We ensure that IT infrastructure and application are managed and operated on a 24x7 basis, ensuring high availability to provide better business value with a reduced Total Cost of Ownership (TCO) in a shorter time frame, utilizing the Global Delivery Model (GDM) of Infosys.

Business Consulting

We help companies gain competitive advantage by linking operational advantage to shareholder value. We help clients transform their business through strategy, operations, marketing, and technology.



For more information, contact askus@infosys.com

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.