



INFOSYS CONTRACT PROCESS ASSESSMENT WORKSHOP

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Infosys conducted a survey in partnership with IACCM to understand the strategy that can help Companies address their Contract Management challenges...

- Are your clients satisfied?

Client Satisfaction



- What impacts group performance?

Group Performance

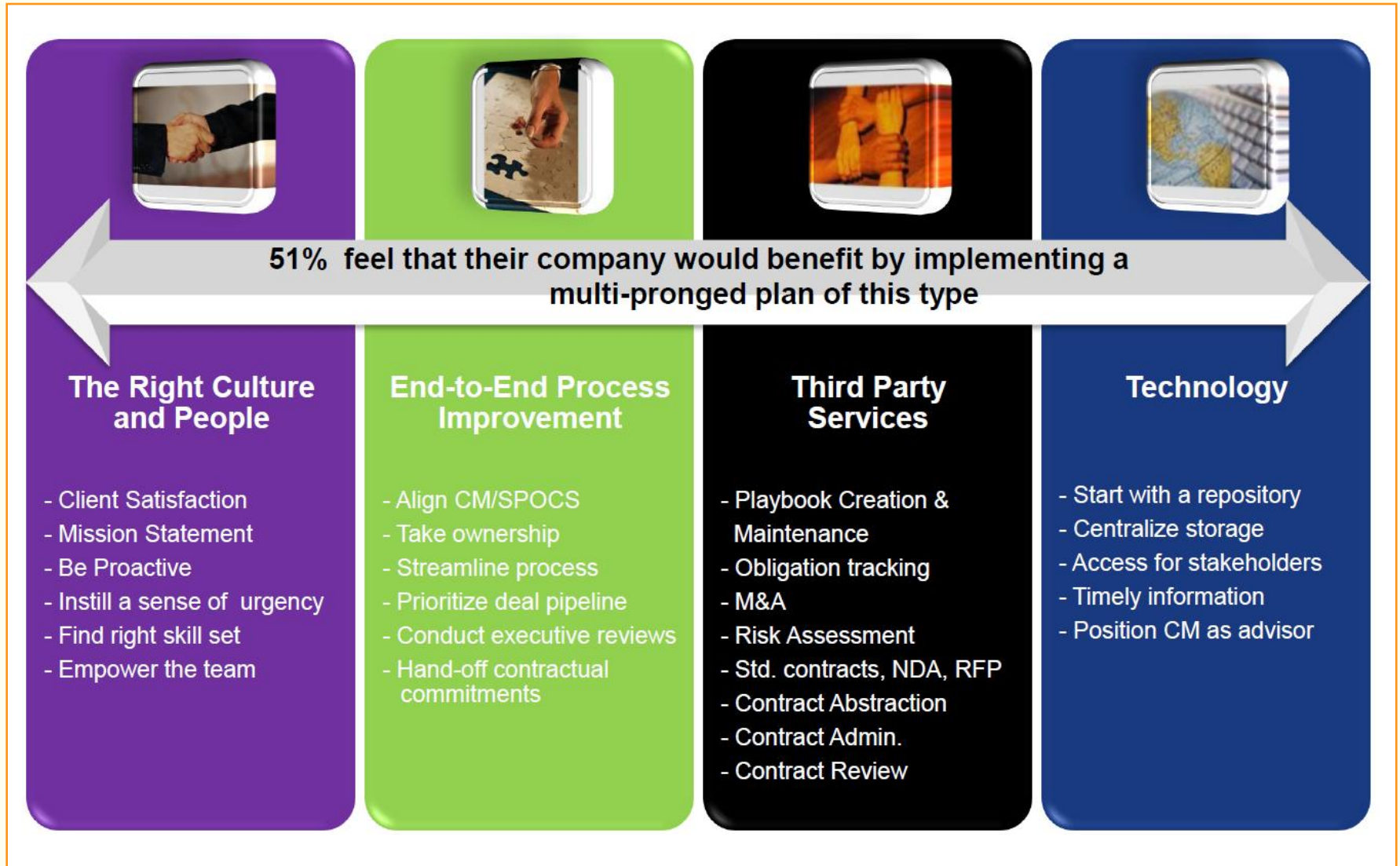


- What are some strategies for improvement?

Improvement Strategies



...and the results pointed towards the need for a multi-pronged strategy requirement to meet the challenges faced by contracting groups today across people, process, 3rd party services and Technology



There after Infosys also discussed this approach through a webinar attended by more than 150 participants and co-moderated by Tim Cummins, President, IACCM...

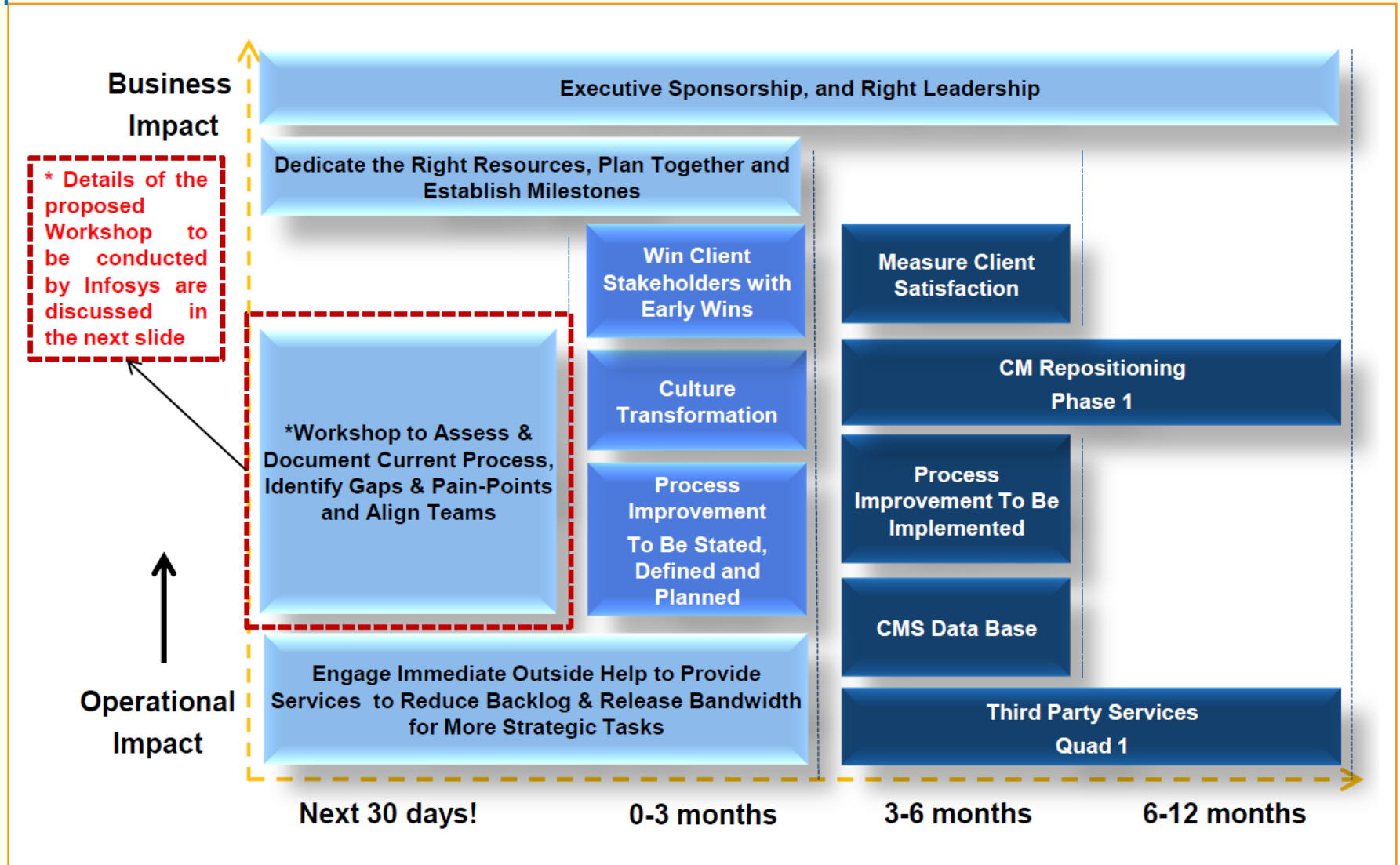
- **Webinar Highlights**

The contracting efficiency of an organization determine show well their internal and external stakeholders are able to deliver on commitments. But how does an organization accurately conclude if their contracting processes are efficacious and how can in efficiencies be weeded out?

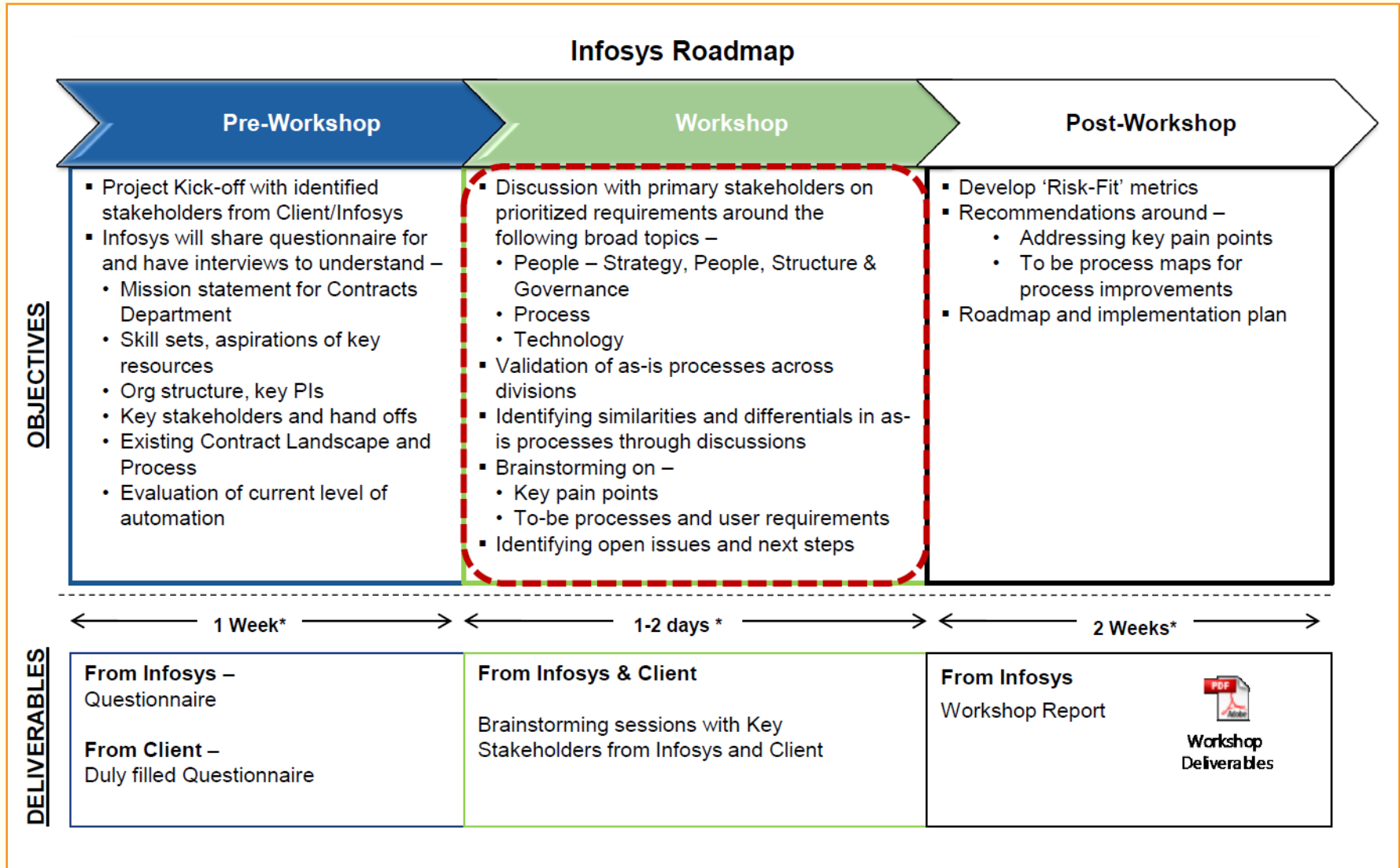
- **View our experts point of view:**

<http://www.infosys.com/newsroom/events/Pages/contract-management-database.aspx>

Infosys recommends the following roadmap to implement the Multi-pronged strategy...starting with a workshop, which is the subject of discussion in this presentation



Infosys conducts an independent assessment of your contracting process and provide an optimal and least resistance transformation roadmap



The above Workshop would be conducted by Infosys LPO's senior management...

Practice Engagement Manager and SME –Contracts –Robert Henry

Education:

- Illinois Wesleyan University; B.S. Business Administration
- DePaul University; MBA

Experience:

- Vice President Contract Management at two large telecom companies, over the past 10 years, reporting to General Counsel
- Advised executive management & other stakeholders on large transactions, disputes, business strategy, and client negotiations
- Led negotiation team on large opportunities. Largest was a \$1B contract with a major telecom provider
- Focused management time on developing contract management best practices. Examples include process improvement and documentation, consolidation of contracts in a data base for easy access by internal stakeholders, executive deal reviews, contract obligation tracking, contract health reviews, contract clause library, internal contract hand-off, and team involvement at the early stages of business opportunities, etc.
- Reduced contract cycle time by establishing a charter to close contracts on a timely basis while managing corporate risk.

AVP and Head, Infosys LPO –Rahul Shah

Education:

- Post Graduate in Management from IIMA;
- B. Tech from IT-BHU

Experience:

- He currently heads the LPO Practice for Infosys
- Has over 16 years of outsourcing, consulting and business management experience across a wide variety of domains including energy and commodity trading and risk management, Knowledge services outsourcing, LPO and financial planning & analysis outsourcing
- Has written and published thought papers in national and international publications and has also spoken in several forums

Client benefits from “Infosys Contract Process Assessment Workshop”

- Clarity of what role people, processes, third party services and automation play in the Client’s Contract Lifecycle and modifications that must be implemented on all the four fronts to achieve Contract management efficiencies.
- Documentation of processes to create a capability to undertake process re-engineering or systems re-engineering initiatives.
- By this assessment exercise, the clients will get a clear understanding of all their Contract processes as to:
 - which processes can be consolidated
 - what needs to re-engineered
 - which processes need to be improved or automated etc.
 - which need to be retained in-house vs. which can be outsourced

Who should participate from Client side

- Who should participate from your side is a function of how your organization is structured. Based on our experience the multiple departments that could benefit from this workshop would be:
 - Legal/ Contract
 - Procurement
 - Sales
 - Financial

Building
Tomorrow's Enterprise



Thank You

www.infosys.com

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