

## Medical Device Industry

### Overview

The medical device industry has seen rapid changes in the past five years driven by changes in both technology and treatment protocols for patients. Infosys Limited has helped many medical device companies successfully navigate the many challenges they face such as ensuring better innovation throughout the process, enhanced product quality, overall better R&D return for the same spend and rapid time to market. The industry can be best explained by breaking it up into three segments:

1. **Device** - This is the actual physical device that is implanted or attached to the body and used to deliver a treatment regimen.
2. **Communication** - All aspects of the communication protocols, including security, between the device and Decision Support Systems, DSS.
3. **Physician and Patient Interface** - This includes the management of data collected during the regimen and the decision support ability for physicians and patients to manage clinical outcomes in real-time.

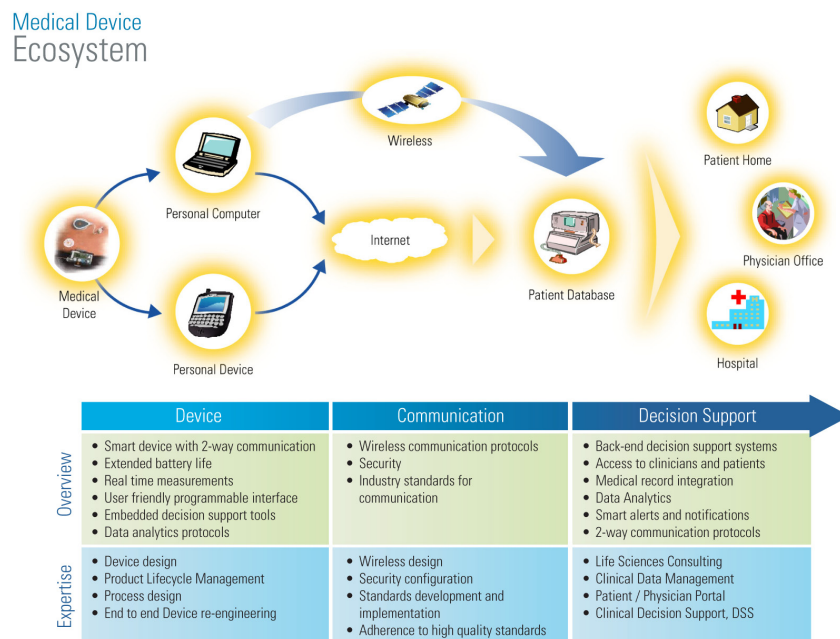


Figure 1: Key challenges facing each segment of the medical device industry and Infosys expertise to help address those challenges

### Infosys Domain Expertise

Market leadership today depends on innovation, meeting high quality standards and getting the products to market faster than the competitors. In this environment, having a partner who not only understands your specific challenges and needs but also your product development process would be invaluable. Infosys has the technology and domain skills that can go a long way in ensuring your market success.

Infosys delivers complete end-to-end services from device design and testing, to communication management and back-end database design and physician network management to help our customers develop and manage innovative next generation device programs. Included within these services are our Offshore Product Development centers that can be the offshore extension of your engineering department in a seamless and low-risk manner. Infosys services are truly collaborative - We respect and protect the Intellectual property of our product customers. Infosys has dedicated domain consultants and technologists with experience across functions in the biotech and medical devices industries. Finally, Infosys has the scale, expertise and worldwide reach to address product engineering challenges facing life sciences companies.

## Infosys Value Proposition

Infosys combines domain expertise with engineering skills and a pioneering global delivery model, to help companies bring their products faster to market. Infosys offers R&D and engineering services and has a presence in all phases of the Product Development Life Cycle (PDLC) from conceptualization through product architecture, design, development, product enhancement, maintenance, test/validation, to product support and go-to-market services. Infosys creates both software and hardware products conforming to ISO standards, and focuses on an iterative development, prototyping, strict prioritization, the highest quality standards and a proactive development approach.

Infosys has experience in all three segments of device design and provides medical device manufacturers an unfair competitive advantage to succeed through:

**Domain Expertise** Infosys has invested in building a team of Subject Matter Experts with deep domain experience in building and implementing device programs within the Healthcare arena. We bring to the table proven end-to-end services including clinical data management and patient outcome management experience to help you create innovative products.

**Engineering Excellence** 94% of our projects are delivered on time/cost/quality and can scale to execute approximately 300 product-engineering projects at any time

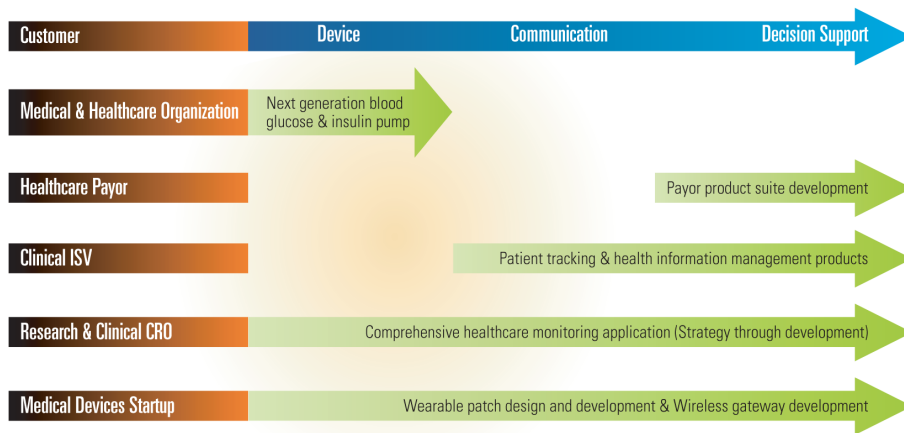
**Reduction in Cost** A minimum of 30% reduction in your cost of product development - ensures that you can do more with the same and gain the leadership of your product

**Reduction in Time-to-Market** We can dramatically reduce your product engineering time by more than 30%.

**High Quality Standards** Infosys strictly abides by CMM Level 5 Quality, ITIL, TL9000, BS 15000, Six Sigma and ISO 9001 process quality standards and use standardized release processes. We are also ISO 13485 certified which proves our commitment to the quality of the medical devices we build.

## Credentials

Infosys's Life Science and Product Engineering practices have brought immediate value to its customer base leading to long-term relationships. Below is a map illustrating some solutions we have built for recent customers:



**Infosys** | Building **Tomorrow's** Enterprise

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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),  
t [www.infosys.com](http://www.infosys.com).