

## Accelerated Business Advantage for Microsoft Dynamics Partners

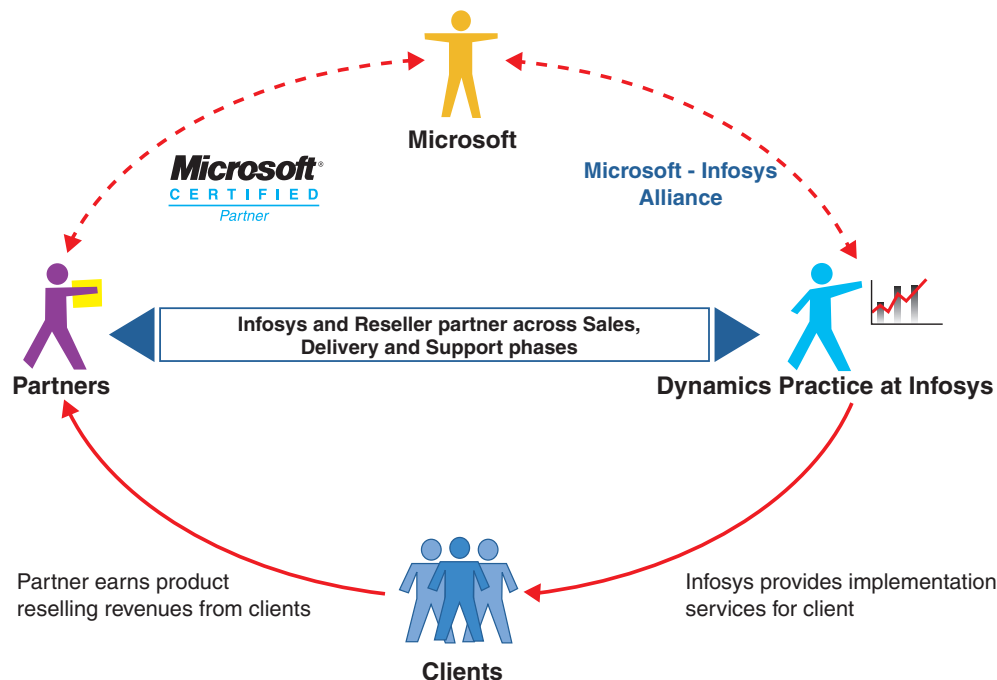
### Microsoft Dynamics Practice at Infosys

Microsoft Dynamics Practice at Infosys conceptualizes and enables technology driven business transformation initiatives for mid-sized and large enterprises by providing end-to-end package application services, IT advisory services, package evaluation, implementation, upgrades, support and maintenance. Infosys understands the need to accelerate competitive impact for the client's business delivered with speed, predictability and high value. Our ERP/CRM experience coupled with time-tested and proven implementation methodologies supported by experienced Microsoft Certified experts brings added benefits of robust implementation, de-risked upgrade and dependable support.

### Infosys' Engagement Approach with Microsoft Dynamics Partner

Infosys plans to develop an ecosystem that brings together partners and the end clients under an integrated model to deliver superior value through a one-stop-shop for all sales, delivery and support related tasks.

Infosys proposes a joint initiative between Partners and Infosys to synergize the product reselling competency of Partners and the package application expertise of Infosys to achieve deeper market penetration and higher value add for the client. Infosys offers to participate in and support the process of creating synergies for a more compelling case to the prospect and enhancing the effectiveness of the joint sales process. Infosys will support Partners in package application services with its world class processes based on proven tools and methodology. Infosys proposes to incentivize Partners based on pre-agreed criteria for this joint initiative.



## Why should you partner with us?

- Faster deployment and assured delivery by leveraging Infosys' large pool of Microsoft Dynamics certified consultants
- Commission based earnings
- Expand geographic footprint by leveraging Infosys' global reach
- Increased sales bandwidth by engaging Infosys in pre sales cycle
- Continue to own the customer and be part of the implementation
- Gain a transparent business partner

## What does Infosys gain out of the association?

- Expand footprint of Dynamics package application services in SMB sector
- Continue to focus on delivery of core package application services
- Build specific competencies in micro vertical(s)

## How does End Customer benefit?

- Local partner presence
- Infosys' Global Delivery Model (GDM) expertise provides tangible business value - quicker ROI and minimized TCO
- Power to stretch the client's IT budget by leveraging the Infosys pioneered GDM resulting in cost-savings of 20% to 30% without compromising on service levels
- Delivery excellence with a record 95% of all projects delivered on time and within budget
- Industry-benchmark Infosys Predictability with total organization-wide commitment to deliver on every promise

Allied Services

### Business Consulting

Provides you with strategic differentiation and operational superiority, assessments, proprietary industry analyses & projects structured around beating the competition.

### Independent Validation

Gives your applications the third degree treatment and tests their robustness and ability to survive your business growth. A "must have" service if you are serious about long term leverage of your application assets.

### Enterprise Application Integration

Make the whole of your IT applications much greater than the sum of its parts. See immediate and dramatic productivity growth. Infosys can leverage GDM here for you like no one else can.

### Modular Global Sourcing

A strategically mature alternative to total outsourcing and ad-hoc off-shoring. Align your sourcing strategy to your business strategy, modularize your applications and processes and leverage the power of Global Delivery Model.

## Global Presence

### North America

Atlanta, Bellevue, Bridgewater, Charlotte, Detroit, Fremont, Houston, Lake Forest, Lisle, New York, Phoenix, Plano, Quincy, Reston, Toronto

### Europe

Brussels, Copenhagen, Frankfurt, Geneva, Helsinki, London, Milano, Oslo, Paris, Stockholm, Stuttgart, Utrecht, Zurich

### Asia Pacific

Beijing, Hong Kong, Mauritius, Melbourne, Shanghai, Sharjah, Sydney, Tokyo

### India

Bangalore, Bhubaneswar, Chandigarh, Chennai, Hyderabad, Mangalore, Mumbai, Mysore, New Delhi, Pune, Thiruvananthapuram

## About Infosys

Infosys Technologies Ltd. (NASDAQ: INFY) defines, designs and delivers IT-enabled business solutions that help Global 2000 companies win in a flat world. These solutions focus on providing strategic differentiation and operational superiority to clients. Infosys creates these solutions for its clients by leveraging its domain and business expertise along with a complete range of services.

With Infosys, clients are assured of a transparent business partner, world-class processes, speed of execution and the power to stretch their IT budget by leveraging the Global Delivery Model that Infosys pioneered.

For more information, contact [dynamics@infosys.com](mailto:dynamics@infosys.com)