



Accelerating
COMPETITIVE IMPACT



Infosys® **Microsoft®**

Microsoft and Infosys share a commitment to accelerating competitive impact for a customer's business and its people. We have the expertise to drive business competitiveness, delivered with speed, predictability and high value.



Business perspective is shifting to focus on both bottom-line maintenance and top-line growth. After several years of emphasis on maintaining or sustaining existing businesses while cutting costs, companies are looking for competitive impact. The renewed focus is about driving top-line growth while controlling costs. IT is the catalyst for business competitiveness.

A higher percentage of IT budgets are shifting from ongoing operations to new investments needed to be competitive. Timing is key: Firms are cautious about the cost and disruption of taking up new initiatives, but know they must make up for lost time.

Many initial investments are around areas that have been neglected during the business downturn. Still, dollars are limited. Businesses conservatively earmark money for specific projects. Businesses insist on projects divided into 6 month deliverables to reassess project goals before committing further dollars.

Infosys and Microsoft understand your need to accelerate competitive impact for your business and employees.

BUSINESS IMPERATIVES



Competitive Advancement

Your business and people need to advance competitively in terms of operational efficiencies, customer and partner relations and new products and services. Your need for Competitive Advancement requires you to work with partners who help build your *Competitive Aptitude*.

Speed and Predictability

You need to reduce the risk of disruption to your workplace or your plans. You need to move fast to stay competitive. Every deliverable must be on time and adopted quickly to make further progress. Your need for Speed and Predictability requires you to work with partners who deliver *Fast and Predictable Results*.

Value and Resourcefulness

You have limited dollars and many possible initiatives. You need to use your money wisely and resourcefully. Your need for Value and Resourcefulness requires you to work with partners who provide a *Resourceful Approach*.

By working together, Microsoft and Infosys help accelerate your competitive impact. We do this through our combined expertise in driving competitiveness with speed, predictability and high value.

YOUR NEED FOR

Competitive Advancement

Requires you to work with partners who build your **Competitive Aptitude**

We know you need to advance competitively. Doing this requires working with partners who can help build your Competitive Aptitude.

Infosys and Microsoft® provide you with a Leading Software Platform, Top Consulting and IT Services and a Joint Research and Development Community focused on *Accelerating Your Competitive Impact*.

YOU NEED

Competitive Aptitude

We Deliver a Leading Software Platform

The role of software in a people-ready business is to harness information, enabling people to turn data into insight, transform ideas into action, and turn change into opportunity. Microsoft® invests over \$5B per year to develop software that connects information, systems, and people.

Software that is familiar and easy to use

With over 500 million users of our software, Microsoft is the most used and respected software in the world. Our software is familiar and accessible to people at all levels of your organization, as well as to your partners and customers.

Software that is innovative

Our software works with what you have and provides a platform to take advantage of new developments and innovation in the industry. At Microsoft, we are committed to developing software products that help people and businesses reach their full potential.



Leading Software Platform

#1 Mission Critical: 42% of Mission Critical Application Platform
Source: IDC 2005 Mission Critical Survey

#1 Server OS: 62% of world's servers run Windows®
Source: Microsoft 2004 Customer survey

#1 Directory: 75% of enterprise primary usage is Active Directory®
Source: Microsoft Customer Survey

#1 Database: Microsoft SQL Server has 41% unit share and is fastest growing
Source: IDC, March 2005

#1 Development Platform: 56% of time .NET selected vs. 44% J2EE
Source: Forrester Research – The State of Technology Adoption, May 2004

#1 Business Process: Over 6,000 BizTalk customers since launch
Source: Microsoft Customer Survey

#1 Messaging: 60% of all deployed messaging seats
Source: IDC in July 2004

Software that is widely used and supported

Millions of partners and developers world-wide, in addition to Microsoft's technical support services make a vast ecosystem ensuring you always have access to the right expertise and solutions.

Software that is easier to connect and integrate

Based on industry standards, Microsoft products work with other software and devices across boundaries to provide a platform with a seamless experience.

We Deliver Top Consulting & IT Services

The combined power of Consulting, IT and BPO

Infosys provides the combined power of Consulting, IT Services and Business Process Outsourcing all in one global company. Infosys employs over 52,000 people and operates globally from 17 countries and 47 major cities.

Phenomenal growth

Infosys' (NASDAQ: INFY) market capitalization is \$21B* with revenues of \$2.15B*. Because of its unique value proposition, Infosys has experienced phenomenal growth. Our 5 Year Revenue CAGR* was 39% and 5 Year Net Income CAGR* was 33%.

A consulting model that's transforming its industry

Infosys Consulting is a U.S.-based company formed with senior leaders from world's top consulting firms. Our unique Competitiveness Framework enables customers to achieve strategic differentiation and operational superiority. We combine world class business consulting with a global delivery model resulting in a typical savings of 35% over the old model consulting projects.

* as of March 31, 2006

Industry expertise to solve your toughest business problems

We have deep industry expertise in 17 industries. With over 5000 domain experts, many with external certifications, Infosys offers the know-how and experience to solve your toughest business problems. We provide industry solutions for verticals such as Financial Services (e.g. Payments), Retail (e.g. RFID), Utilities (e.g. Customer Information System), Energy (e.g. Integrated Refinery Planning Portal), and Manufacturing (e.g. Track & Trace).



We Deliver a Joint Research & Development Community

Virtual communities of Infosys and Microsoft professionals work together in areas such as technology readiness, technology adoption, solutions and joint engagements. This multi-faceted relationship enables customers to derive maximum value from their technology investments.

The Center of Excellence on Microsoft Technologies

At this leading-edge center we deliver maximum business impact by working closely with Microsoft Product Teams to pioneer the adoption of new technologies. We build solution frameworks, best practices, and productivity improvement tools for architecting & implementing integrated enterprise quality applications. Benchmarks, handbooks and Points of View enable companies to get a practitioner viewpoint on the latest Microsoft technologies. The cross-industry solutions we build speed-up design and deployment of solutions for you and your people.

Transformational IT

Together, Microsoft and Infosys have invested in a transformational initiative called Catalytic IT that enables enterprise businesses and their employees to realize a simplified, flexible IT environment that lowers the total cost of ownership and enables rapid change and innovation. A state-of-the-art concept center provides customers with informative and interactive experiences to envision, architect, and evaluate Catalytic IT solutions.



Connected Business

Kids Headquarters dresses up supply chain with Microsoft .NET based RFID Solution from Infosys

“When considering RFID solutions, Infosys’ approach is a great match. The Infosys RFID solution helps us look beyond the current mandate for compliance and creates a roadmap for the company. We are confident that this customized solution will not only help us to comply with Wal-Mart’s directive, but it will also help us transform a cost driven initiative into a competitive differentiator.”

Kevin Downs, Chief Technology Officer, Kids Headquarters



“Two separate initiatives lie at the heart of Infosys’ offerings: its Global Delivery Model (GDM) and Catalytic IT.”

John Madden, Summit Strategies, “Infosys Eyes Consulting as Centerpiece for Growth Strategy”, December 2005



YOUR NEED FOR
Speed and Predictability

Requires working with partners who deliver fast and predictable results

We know you need Speed and Predictability to accelerate the competitiveness of your business.

We deliver fast and predictable results through our Global Delivery Model, predictable execution and by minimizing risk—all focused on *Accelerating Your Competitive Impact*.

YOU NEED
Fast and Predictable Results

We Provide the Global Delivery Model

Infosys pioneered the Global Delivery Model in the early 1980s. The philosophy of the Global Delivery is to break work into logical components and distribute them geographically where it creates maximum value. Infosys has a track record of over 20 years of excellence delivering results with the Global Delivery Model.

Global Delivery Model

Total Cost of Ownership	Reduction in TCO	Variable cost model that makes most economic sense
De-risking	24*7 availability of services	Flexibility to deliver services from any location
Time-to-market	Shrinking cycle times	Extended workdays across multiple time-zones for faster completion
Quality	High quality with high predictability	Access to experts and knowledge bases across multiple locations
Scalability & Flexibility	Reacting to changing environment	Access to resources across locations ensuring high flexibility
Best global talent	Innovation and global know-how	Access to the best brains from across the globe

Infrastructure Optimization

Johnson Controls improves operational efficiency by migrating to Microsoft Platform

"We had approximately 20,000 desktops and 250 servers across the Americas region on a variety of diverse solutions. The execution of this regional migration project was key to completing our global Active Directory® environment. With many of our plants being 24x7 JIT (just-in-time) production facilities, we required minimal or no downtime during migration. Infosys' innovative network-centric migration solution has enabled us to standardize on the Microsoft® Windows® operating environment across regions with minimal disruption to business. This solution has improved our IT responsiveness while lowering migration and management costs."

Mark D. Schoepfel, Vice President of Global IT Infrastructure, Johnson Controls, Inc.

We Deliver Fast Results and Predictable Execution with Minimized Risk

Fast results

Microsoft's familiar and easy to use software gets your project deployed fast; reduces training time and makes people productive more quickly. Our repeatable solutions minimize development, migration, and deployment time ensuring minimal disruption to business. Around-the-clock global execution maximizes efficiency and effectiveness.

Predictable execution

Infosys has an outstanding on-time and on-budget delivery record. We have set the global benchmark for complex, geographically-distributed project management. Ninety-four percent of our projects adhere to schedule with less than 10% variation. Despite our rapid growth, a majority of our revenue comes from existing customers – a sign of how satisfied they are with the results. And, as a leader in quality,

Infosys has advanced processes including CMM level 5, PCMM level 5 and CMMi level 5 certifications to ensure you get the quality results you expect.

Predictable execution is dependant upon having access to the right skills and competencies. Infosys and Microsoft work closely on technology enablement programs ensuring customers get access to the best of talent. For example, the Infosys .NET University builds and enhances Microsoft .NET competency and certification for developers, analysts, architects and other specialists. Today, Infosys has over 15,000 people trained on Microsoft technologies.

Minimized risk

Solid fundamentals and a great track record are good indicators of predictability. As leaders in our industries delivering value for customers, we also enjoy a 360 degree reciprocal relationship – as mutual customers, providers and partners. Infosys is at the forefront of Microsoft technology adoption, standardizing on the Microsoft platform to support the needs of over 52,000 employees. The strong partnership between the two companies enables us to work closely to minimize execution risks for our customers.

YOUR NEED FOR

Value and Resourcefulness

Requires you to work with partners who provide a resourceful approach

We know you have limited dollars and many possible initiatives. You need to use your money wisely and resourcefully.

Our Catalytic IT Roadmap, Catalytic IT Solutions Suite and evolutionary and self-funding model *Accelerate Your Competitive Impact*.



Plan a visit to the Catalytic IT Concept Center – it's an informative and interactive experience where you can envision, architect, evaluate and deploy your solutions. Through our Catalytic IT Workshops and Assessment Services we'll show you how we can accelerate your competitive advantage.

YOU NEED A

Resourceful Approach

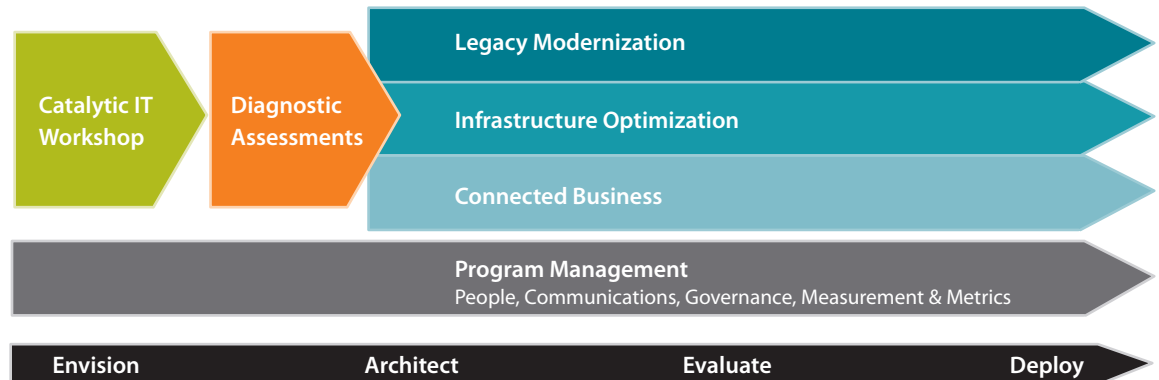
We Deliver an IT Roadmap and Solutions Suite That Acts as a Catalyst In Transforming Your Business

Catalytic IT is a technology-led business transformation program.

Catalytic IT enables companies to transform inflexible IT environments into an environment where "IT acts as a catalyst to business". Through Catalytic IT, customers are able to enhance stakeholder intimacy, attain product or service leadership and achieve operational excellence.

The Catalytic IT Suite consists of a structured roadmap and over 30 IP assets, service offerings, high value repeatable solutions, and blueprints, all on the Microsoft .NET Platform. The Catalytic IT roadmap and solution suite is a catalyst for business competitiveness while managing Total Cost of Ownership.

Catalytic IT Roadmap



Legacy Modernization

SCI improves profitability & customer service

"The concepts of Catalytic IT provide a powerful approach to transformation. The transformation program at SCI will result in an estimated IT savings of over U.S. \$4 million per annum. SCI was able to retire high cost AS400 and UNIX legacy systems and hence will have significant savings in the coming years."

John Del Mixon, Managing Director, IT, SCI

Business Benefit

Shrink total cost of ownership, increase operating efficiency and eliminate redundant processes

Simplify, rationalize, consolidate, standardize, and automate to design a secure IT environment that is easily manageable

Innovate by creating new visibility and connect across the enterprise to become ready for changes in the market and technology

Catalytic IT Solutions

Legacy Modernization involves integrating, migrating mainframe / client server based applications. It includes techniques like web-enabling, re-hosting, re-factoring and re-engineering

Infrastructure Optimization involves defining and designing the infrastructure to cater effectively and efficiently to current as well as planned future business requirement. It includes offerings like Accelerated Deployment, Desktop Management, Infrastructure Consolidation, Security

Connected Business involves enabling a seamless flow of information both within and outside the enterprise. This involves integrating existing & new business applications and users across the value chain. It includes offerings like Customer Information Solution, Enterprise Mobility, RFID

We Deliver an Evolutionary and Self-funding Model

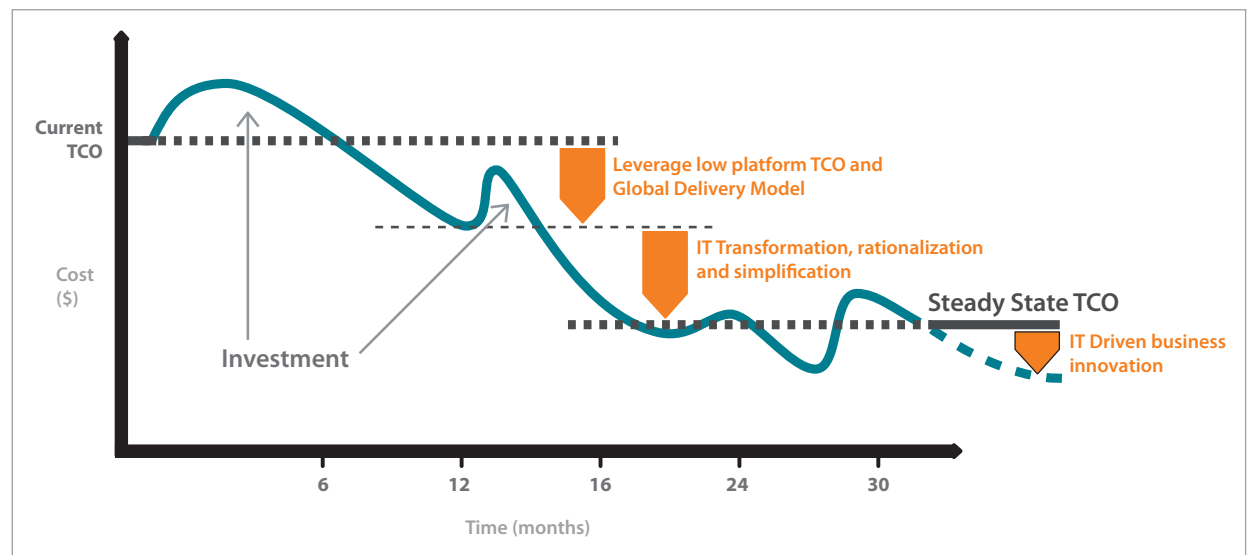
Accelerate Return On Investment while maintaining Total Cost of Ownership

Many companies have been hurt by embarking on the magic of new technologies and large scale transformations. The problem is in the approach. These transformations require huge upfront investments and take an inordinate amount of time. Results are not progressive. Justifications for incremental investments along the way become difficult and the transformation projects run into issues.

In our evolutionary and self-funding process, we use our diagnostic assessment workshop to first prioritize and define initiatives that are focused on cost savings to fuel transformation for the future. We work with customers to establish measurable ROI for each of these initiatives. During execution, adopting Infosys' global delivery model and Microsoft's low platform TCO provides a base level of savings for our customers that they can reinvest.

Next adopting the Catalytic IT prescriptions and solutions for these initiatives helps lower TCO further. These savings can then be reinvested toward other initiatives that provide direct value to your customers.

Through such repeated processes we not only lower TCO, we also show predictable business results
Accelerating Your Competitive Impact.



Accelerating

COMPETITIVE IMPACT

Microsoft and Infosys are accelerating competitive impact for businesses and people and we can do it for you. We have the expertise to drive business competitiveness, delivered with speed, predictability and high value.

Competitive Aptitude Strong strategic guidance. A plan and implementation that people can believe in and act upon for competitive results.

Fast and Predictable Results Global delivery with easy to use and implement technologies which help achieve goals faster.

Resourceful Approach Top-line and bottom-line impact as resources are used wisely.

It's a difficult challenge: driving top-line growth and competitiveness while controlling costs. Every day Infosys and Microsoft do just that. Together, Infosys and Microsoft are Accelerating Competitive Impact. Let us show you how.

DIAGNOSTIC ASSESSMENTS	Catalytic IT TRACK	BUSINESS NEED	SOLUTIONS
Competitiveness Assessment Value Realization Model Business Value Justification Application Portfolio Analysis Legacy Understanding and Documentation SOA Assessment Business Process Assessment ITIL Process Consulting	Legacy Modernization	Develop & strengthen profitable customer relationships. Improve operations and reduce costs.	Mainframe Migration Client Server Migration
	Infrastructure Optimization	Improve operations and reduce costs.	Accelerated Deployment Desktop Management Notes Migration Domain Migration Database Migration Systems Management Solutions Server Consolidation Security Solution Identity Management
	Connected Business	Develop and strengthen profitable customer relationships. Create innovative products and services. Build high-value connections with partners and suppliers.	Customer Information Solution Partner Integration Solution SPEED Development Framework Enterprise Mobility RFID Business Intelligence Solution Portal Solution

	BUSINESS NEED	SOLUTIONS
Industry Solutions	Develop and strengthen profitable customer relationships. Create innovative products and services. Build high-value connections with partners and suppliers. Improve operations and reduce costs.	Retail: RFID Healthcare: Customer Care Framework Manufacturing/Oil & Gas: CCS Solution Manufacturing/Oil & Gas: Integrated Refinery Portal Media and Entertainment: Connected Services Framework Financial Services: Payment Solution Industry Packaged Solutions: Microsoft Dynamics: Track & Trace Microsoft Dynamics: Connectors for Hub & Spoke Microsoft Dynamics: Service Management Solution





“Infosys aims to do no less than generate revolutionary approaches that turn whole industries upside down”

Tom Peters

Tom Peters Blog – “It Just Could Be World’s Coolest Company”

RECOGNITIONS

FORTUNE

Microsoft has been ranked in the top 5 of Fortune Magazine’s “Most Admired Companies” 4 years running

THE ECONOMIST

Infosys Chairman ranked 8th in the list of the 15 most admired global leaders (2005)

WORLD ECONOMIC FORUM

Infosys CEO is one of the youngest to join the Board of World Economic Forum

For more information, please contact your Microsoft or Infosys account representative or email us at microsoft@infosys.com

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