

Indirect Procurement Solution

Indirect Procurement represents a somewhat ignored opportunity for improvement in Process industries. While direct materials procurement has enjoyed the benefits of rationalization, cost savings and outsourcing, indirect materials and services procurement are still characterized by inadequate spend visibility, manual and disjointed processes, maverick buying and ineffective contract management.

The Infosys Indirect Procurement solution helps clients in the Process, Energy and Utilities industries to improve their bottom-line through significant cost reductions in their indirect procurement and management spend, with special emphasis on an under-served function – Services Procurement. The Infosys solution combines strategic sourcing, technology implementation, process transformation and benefits realization into a flexible, end-to-end offering that achieves quick results.

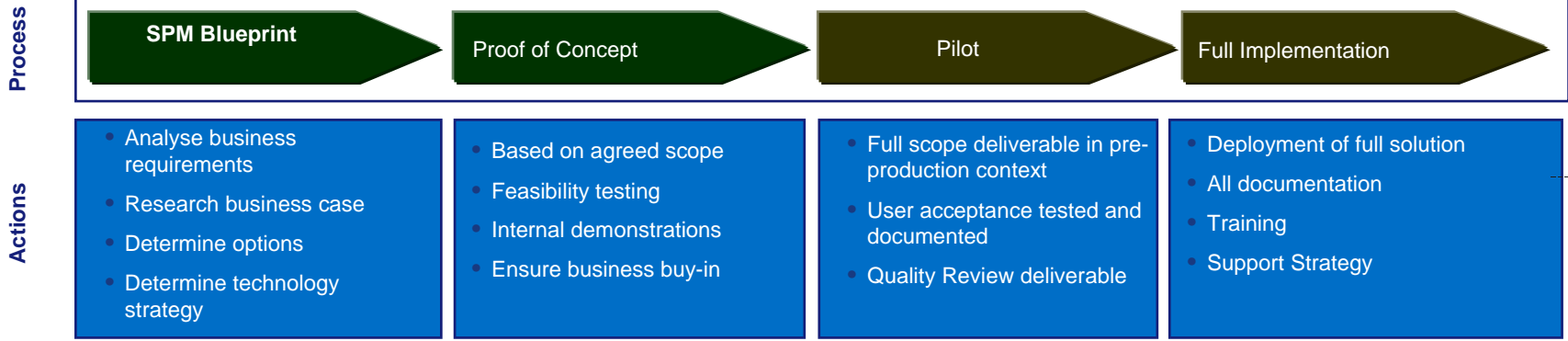
Solution Overview

- Infosys solution addresses the end-to-end life cycle of the Indirect procurement, from 'Request to Source-Purchase-Manage-Pay-Analyze'
- Provides consultative help to analyze and pin point the improvement areas in the indirect procurement processes.
- Offers a comprehensive set of the best-in-class industry processes and features in indirect procurement, and helps companies to develop their own blue print for indirect procurement processes.
- Provides superior and cost effective system integration capabilities to seamlessly integrate with the Oracle and SAP ERP systems

Benefits

- Reduce total life cycle costs (for indirect procurement – materials and services) by 5-15%.
- Improve internal customer service and reliability by helping unlock value from the supply chain
- Improve spend visibility and negotiating clout with suppliers.
- Leverage existing investments in ERP systems while implementing best-in-class indirect procurement processes.
- Reduce maverick purchases and improve contract compliance

Infosys Approach



Infosys helped a US utilities major to achieve significant cost savings

Client context and Business challenges

Client is a leading electric utility provider in North America.

- Decentralized and varying sourcing processes across divisions and categories
- Significant amount of manual efforts, re-work and lack of control
- Limited visibility into existing contracts, resulting in contract leakage
- Long sourcing cycles, sub-optimal decisions
- Unable to leverage spend, high process overheads

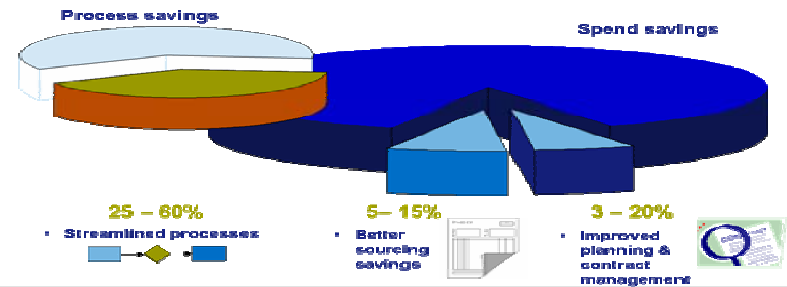
Benefits from Infosys solution

- Centralized and leveraged spend to derive cost savings of **\$5-6 million** in a few categories through re-negotiation
- Reduced sourcing cycle times by **30%**
- Reduction in overcharges – contract compliance, resulting in a savings ranging from **\$5-7 million**
- Automated three-way matching and electronic payments resulting in savings to the tune of \$1-3 million due to availing early payment discounts

Infosys Solution

- Analyzed the client's Procure-to-Pay business processes, with emphasis on Sourcing process and recommended an Oracle E-Business Suite based solution in Sourcing, Procurement and Account Payables
- Implemented a single integrated system for complete Procure-to-Pay process, interfacing the legacy applications
- Helped the client with cross-business unit collaboration in visioning the "to be" services procurement processes
- Developed customized bolt-on to the ERP supplied Services Procurement that enable Supplier based Time Entry and Internal approvals for T&M Contracts and Milestone Payments for FP Based Contracts, along with a universal rate card feature.

Creating a unique opportunity for cost improvement!



Infosys Indirect Procurement solution leverages following services to help your enterprise realize greater competitive benefits

Business Consulting

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

Enterprise Solutions

Enterprise Solutions at Infosys provides services and solutions spanning the enterprise value chain with focused groups aligned to products and functions built around centers of excellence.

System Integration

Infosys delivers integrated solutions to the client organizations, by bringing together products and solutions from multiple vendors / partners, as well as services from the various internal vertical and horizontal practices.

Business Process Outsourcing

We offer business process outsourcing solutions to our global clients by leveraging process, domain and people management expertise. At Infosys, we have built our organization around managing risk for our clients through a scalable, cost-effective and predictable delivery platform.

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.

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