

If Sterling Commerce then Infosys

Sterling Commerce and Infosys Alliance Overview & Value Proposition

Infosys and Sterling Commerce share a commitment to provide a greater customer experience around the world. Industry-leading e-commerce, order management and B2B transformational solutions and services address the two corporations' need to increase revenues, enter new markets and improve margins. We offer the expertise to deliver a decided competitive advantage, with predictable, efficient and speedy fulfillment of complex multi-channel, multi-location and multi-process order cycles.

Joint GTM Strategy & Solution Offerings

Infosys and Sterling Commerce have developed joint solution offerings around multi-channel commerce and order management, business process outsourcing (BPO) and B2B transformational solutions for retail, logistics, high tech, manufacturing, banking and telecom sectors. These industry-leading solutions are spearheaded by Infosys, which provides clients with strategy and transformational consulting services. These consulting services, built around Sterling Commerce products and combined with the Infosys global delivery model, provide high ROI to customers.

A Track Record of Success

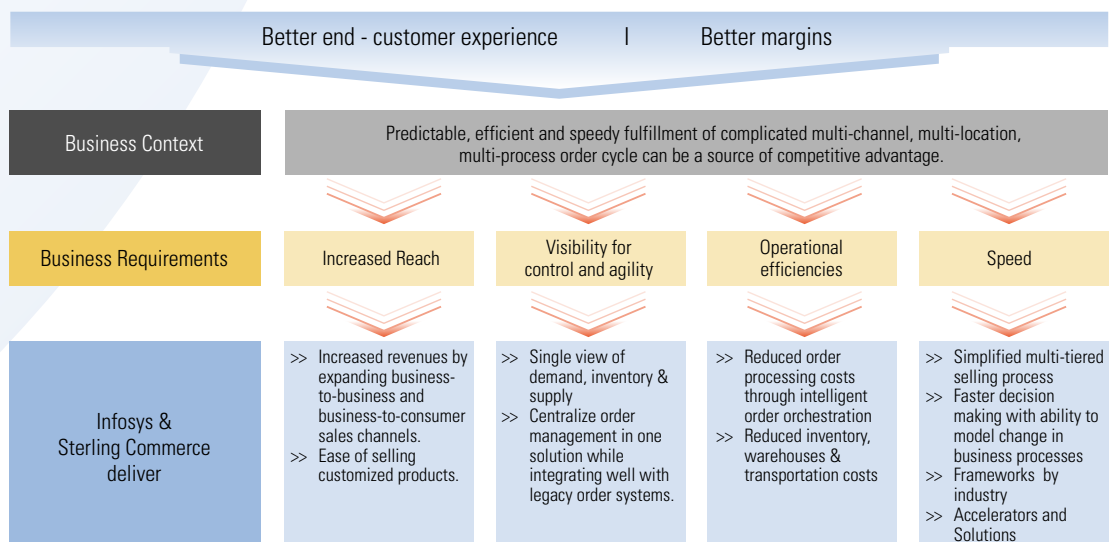
Infosys and Sterling Commerce share a long-standing, strategic relationship. The alliance started thirteen years ago, when Yantra Corporation spun off from Infosys. Yantra and Infosys realized impressive revenue together, implementing Yantra's industry-leading supply chain software applications. When Sterling Commerce acquired Yantra in January 2005, Infosys expanded the technology partner relationship by developing implementation expertise on other Sterling Commerce software applications and integration products.

In 2007, Infosys made a significant commitment to deliver a wider range of solutions on a global scale. Sterling Commerce dedicated a team of technical enablement professionals to coordinate ongoing training access and skill development. This led to Infosys becoming the first strategic partner to adopt a "train the trainer" enablement model to accelerate their Sterling Commerce skill adoption. The results have been impressive:

- >> Infosys is now qualified to prime Sterling Business Integration Suite™ projects independently
- >> Best-of-both-worlds client services- consulting and global delivery capabilities

Sterling Commerce and Infosys have recently extended their global partnership to address the needs of enterprises in the financial services and retail industries. The alliance will enable the transformation of customers' business processes to improve flexibility and effectiveness.

A Client Centric Alliance Approach



Together, Sterling Commerce and Infosys are providing better end-user experience and better margins. Together, we enable customers to successfully address these key business imperatives:

Increased Reach	Increasing your customer revenue by expanding their business-to-business and consumer sales channels
Visibility for control and agility	Provide a single view of demand, inventory & supply to improve effectiveness of making business decisions across the entire supply chain
Operational efficiencies	Enable you to reduce order processing costs through intelligent order orchestration and reduce inventory, warehouses & transportation costs
Speed	Leverage Infosys' industry frameworks, solutions and accelerators for faster decision making with increased ability to model change in business processes

Sterling Commerce Value Proposition to Infosys

The Sterling Commerce Selling and Fulfillment Application & GIS Product suites provide a practice augmentation opportunity in professional services. Strategic consulting, transformation and system integration services to implement and support the Sterling Commerce solutions represent a significant incremental services opportunity to Infosys.

Infosys Value Proposition to Sterling Commerce

Infosys strategic consulting position in its client base represents a path to Multi Channel Commerce, Inquiry to Cash and EAI/B2B opportunities for Sterling Commerce. The identification of Commerce opportunities and ability to readily influence transactions with Infosys executive access affords Sterling Commerce a substantial jump in identifying and closing deals resulting in new license revenues. Further, Infosys rich set of solution consulting practices provides customers with both strategic consulting, domain expertise and Sterling product implementation and deployment expertise both on and off shore.

Sterling Commerce
An IBM Company

About Sterling Commerce

Sterling Commerce, an IBM® Company, helps organizations worldwide increase business agility in their dynamic business network through innovative solutions for selling and fulfillment and for seamless and secure integration with customers, partners and suppliers.

More information can be found at www.sterlingcommerce.com.

Infosys®

About Infosys Limited

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.

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