

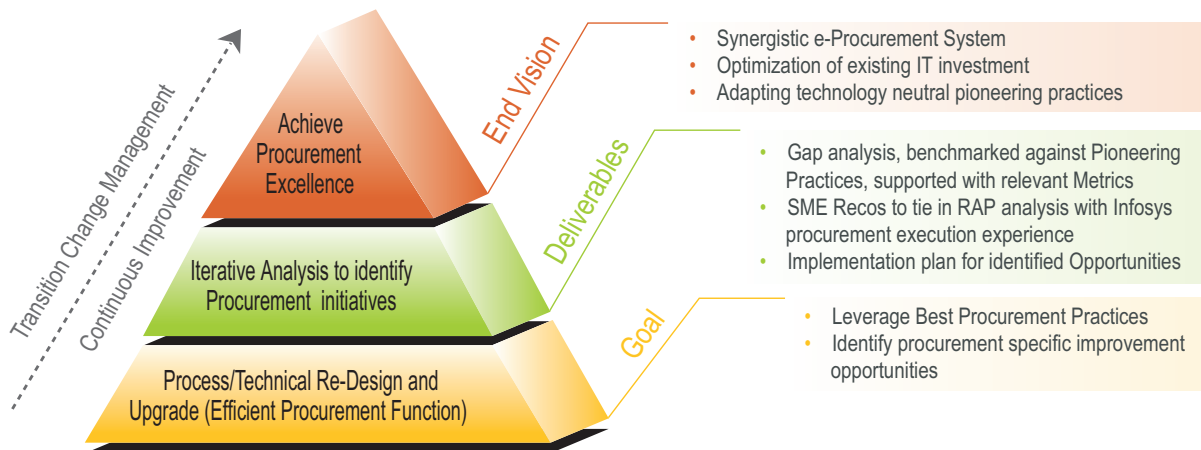
## Reconnaissance for Adaptive Procurement (RAP)

- Do you understand your extended procurement business environment?
- Do you know your industry specific procurement metrics?
- Are you looking for possible improvement opportunities in the procurement domain?

RAP is being increasingly used by organizations to better manage your procurement landscape. Infosys' Sourcing & Procurement practice offers a new business accelerator RAP, aligning with your strategic procurement road map. We promise to deliver improved value to your key business opportunities by helping you define your ROI/savings potential from IT/business projects via an Infosys wide forum known as Platform to Procurement Practitioners (PPP) who rally for procurement initiatives helping you realize cost savings and generate greater value.

### What is Infosys RAP proposition?

A winning edge accelerator targeted towards synergizing your procurement system and optimizing your existing IT investments. It also provides a 360° view of your procurement landscape and helps you adopt to technology neutral pioneering practices.



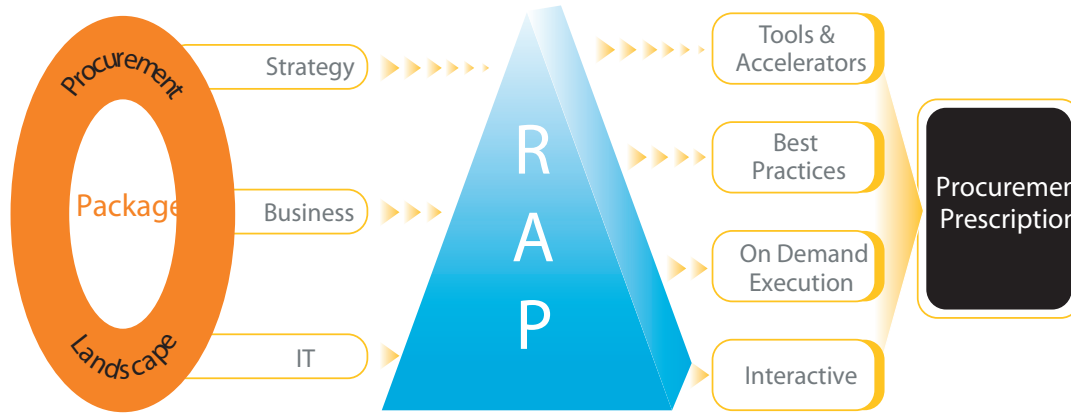
### Benefits you derive from RAP

- Helps you leverage procurement best practices via gap analysis and benchmark against best in class practices supported with relevant metrics.
- Reduced Subjectivity, IT/Business bias in system assessment
- Provides you with improvement opportunities in line with your key business objectives
- Experience well defined ROI/ savings potential for your IT/ Business projects.
- Customized service lines for:
  - Upstream: Business consulting, Process reengineering, Package & Business process evaluation
  - Mid Stream: Implementation, Roll Out
  - Down Stream: Production support and enhancements.
- Module Rollout- Sourcing & Contracts, Requisition & Order management-Invoicing & Payments and Spend analysis

### Salient Features

- A unified information channel which provides a 360° view of Procurement landscape, across departments and applications
  - Charts strategic, functional and IT landscape for a vertical view
  - Uses industry specific metrics to identify improvement opportunities
  - Offshore based accelerated consulting methodology
- A snapshot repository of procurement domain
- Identifies process flow across end to end procurement process for better impact assessment and estimation for IT projects
- Modular Approach providing:
  - Multiple Entry and Exit points
  - Right Answers from the right person

## RAP Framework



## Beneficiaries of RAP

- A leading distributor of food and related products and services wanted us to define a structured and repeatable process for their end to end sourcing cycle for enabling an optimized category selection process, spend analysis process, supplier prospecting & negotiation process, net price process at which the company sources the product and communication process explaining the benefits of sourcing across the organization.
- A network security management major in US needed spent visibility for its operations spread across the globe. Our RAP accelerator has been used as part of the overall solution to improve the spend visibility by completing the rollout of procurement and travel & expense modules across 18 countries.

## 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. Infosys leverages Global Delivery Model (GDM) to deliver immediate and dramatic productivity growth like no one else can.

### Modular Global Sourcing

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



Building  
**Tomorrow's** Enterprise

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

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