

## Infosys Technologies Wins 'Best In Show - Best Overall Relationship Management Capabilities' Award at the Outsourcing Institute and Vantage Partners' Inaugural Relationship Management – "RMMY" Awards

**WHAT:** Infosys Technologies Ltd, (NASDAQ: INFY) today announced that it has been selected as the winner in the 'Best In Show - Best Overall Relationship Management Capabilities' category at the Outsourcing Institute's inaugural RMMY awards. The award recognizes Infosys for having the best customer relationship management framework covering areas such as provisioning, governance, transition, change, and performance management, amongst others.

**WHY:** In the current global economic climate, organizations are looking for a partner that can help transform their business to help them win in a flat world. Infosys, the pioneer of the global delivery model, takes pride in building strategic long-term client relationships and derives more than 97 percent of its revenues from existing clients. Infosys designed a relationship management framework that helps foster total transparency which is one of the key enablers for maintaining and growing trusted relationships with its clients.

**HOW:** Infosys' award was based on the company's high rating in the following:

- Systematic and structured approach to governing relationship management processes with clients that went above and beyond what was expected
- Multi-layer account structure with well defined roles and responsibilities
- Structured process for defining and refining metrics
- Well designed "engagement manager" role that provides a framework to enable building of capabilities/competencies within key personnel who interface with clients
- Holistic approach toward relationship management

**INFOSYS QUOTE:** "Infosys has established itself as a trusted transformation partner to companies seeking improvement in the way they compete in a global marketplace," said Suketu Patel, head of Strategic Global Sourcing, "Our high-value services, technology leadership and sourcing expertise help clients achieve their business objectives with greater assurance. Winning the RMMY award is the latest market validation that our client engagement through that transformation echoes the sentiment."

**About Outsourcing Institute**

Founded in 1993, The Outsourcing Institute (OI), located at [outsourcing.com](http://outsourcing.com), is a neutral professional association dedicated solely to outsourcing. As one of the most influential and credible in the outsourcing space, OI is recognized worldwide for its intellectual capital, outsourcing practice expertise and unbiased thought leadership. OI's commitment to innovation, along with its mission to advance the skills and knowledge of its membership, has made it the most respected and relied upon brand for the outsourcing marketplace. OI's executive network, which is comprised of more than 70,000 professionals worldwide, looks to OI as the go-to source for outsourcing thought leadership, information and advice. [www.outsourcing.com](http://www.outsourcing.com)

**About Vantage Partners:**

Vantage Partners leads the field of relationship management, building on more than 20 years of research and consulting experience with the world's leading companies. A spin-off of the Harvard Negotiation Project, Vantage Partners helps organizations negotiate and manage their most important business relationships, with key customers, suppliers, and business partners. Vantage works with clients on specific relationships as well as on enhancing their institutional capabilities, to make effective negotiation and relationship management a repeatable process. For more information, please visit: [www.vantagepartners.com](http://www.vantagepartners.com)

**About Infosys Technologies Ltd.**

Infosys (NASDAQ: INFY - News) 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. 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. Infosys has over 100,000 employees in over 50 offices worldwide. Infosys is part of the NASDAQ-100 Index. For more information, visit [www.infosys.com](http://www.infosys.com).

**Infosys Safe Harbor**

Statements in connection with this release may include forward-looking statements within the meaning of US Securities laws intended to qualify for the "safe harbor" under the Private Securities Litigation Reform Act. These forward-looking statements are subject to risks and uncertainties including those described in our SEC filings available at [www.sec.gov](http://www.sec.gov) including our Annual Report on Form 20-F for the year ended March 31, 2008, and our other recent filings, and actual results may differ materially from those projected by forward-looking statements. We may make additional written and oral forward-looking statements but do not undertake, and disclaim any obligation, to update them.

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