



Enterprise Solutions

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Analyst
Meet 2007

Think Flat

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MEET 2007

Safe Harbor

Certain statements made in this Analyst Meet concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which Infosys has made strategic investments, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Additional risks that could affect our future operating results are more fully described in our United States Securities and Exchange Commission filings including our Annual Report on Form 20-F for the fiscal year ended March 31, 2007 and quarterly report on Form 6-K for the quarter ended June 30, 2007. These filings are available at www.sec.gov. Infosys may, from time to time, make additional written and oral forward-looking statements, including statements contained in the company's filings with the Securities and Exchange Commission and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.

Agenda

- State of the business - Summary
- Enterprise Solutions (ES) overview
 - ES at a glance
 - Vision
 - Coverage
- Winning in the Flat World

State of the business - Summary

Market

- \$ 88 B market
- Few big, several small players
- Severe competition
- Surging demand

Products

- 3 large economies
 - SAP, Oracle, Microsoft
- Consolidation
- Moving towards platforms
- Cross-sell & Up-sell Game
- Partners gain respect

Customers (Demand side)

- Spending, but with caution
- Global roll-outs on the increase
- Demanding more off-shore
- Evaluating SaaS, platform solutions options
- Demanding - as never before

People (Supply side)

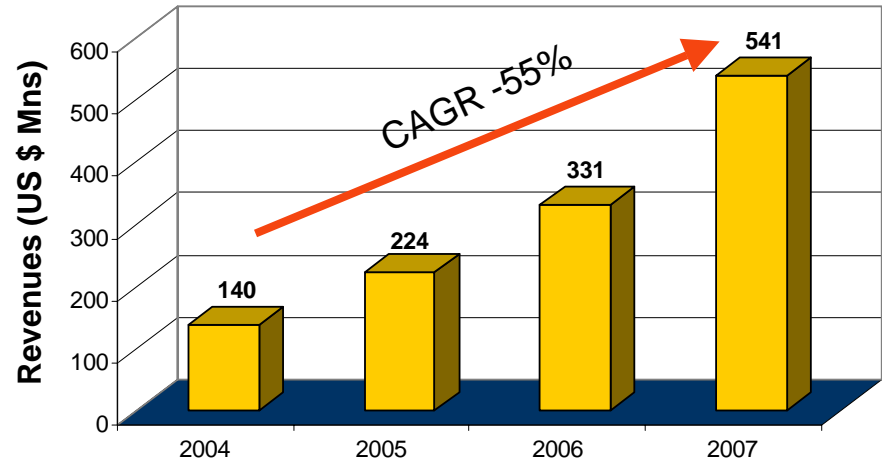
- Talent scarcity
- Specific skills in short supply
- Attrition on the rise
- H1 Visa worries
- Demanding - as never before

Paranoid survive

ES at a glance

Parameter

FY 07 revenues	\$ 541 m
People	Over 7,200
Development Centres	9
Onsite-Offshore Mix	38.7%
Growth (FY 07 over 06)	55%
% to Infosys revenues	18.4% (Q1 08)



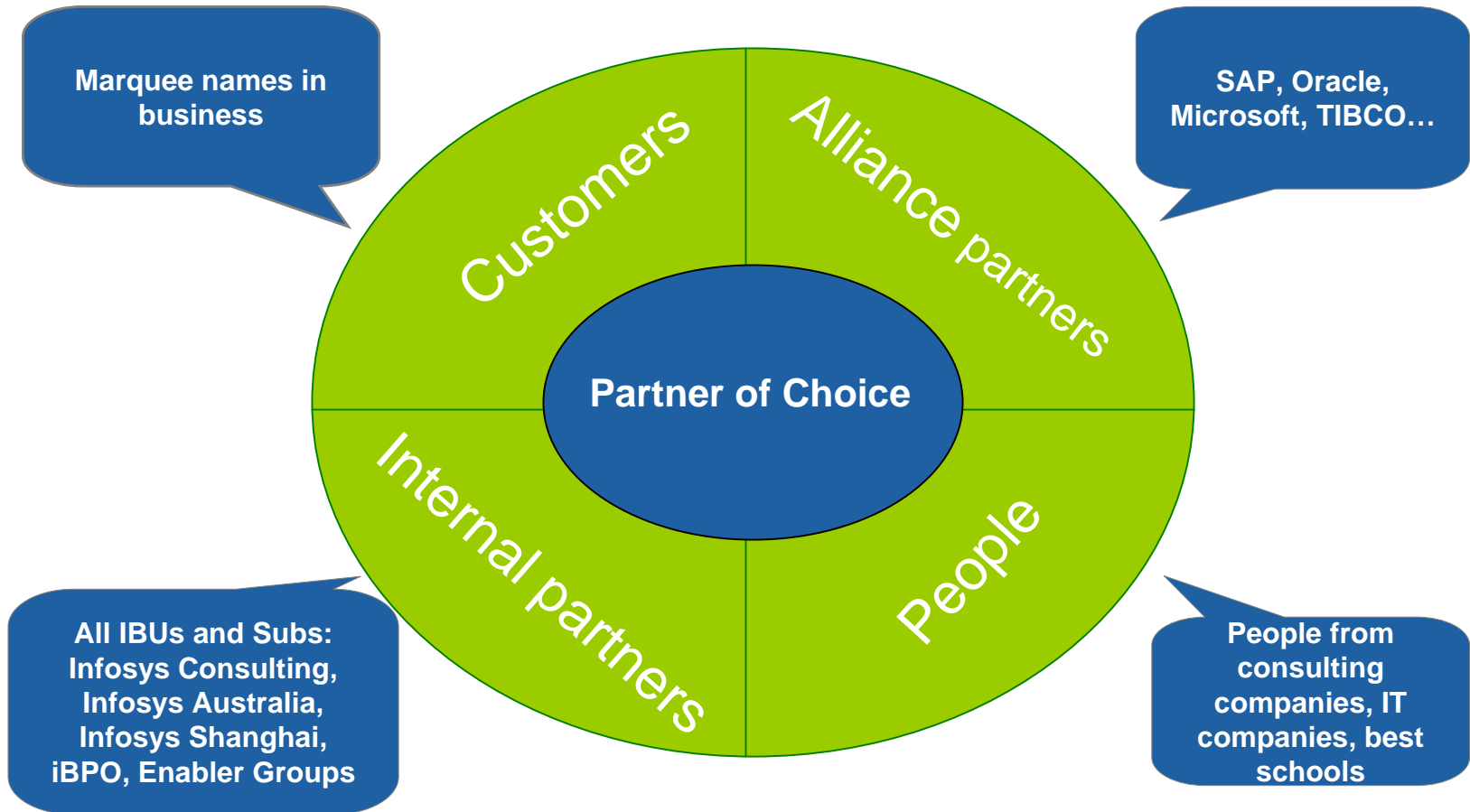
Our recent performance

As of June 2007

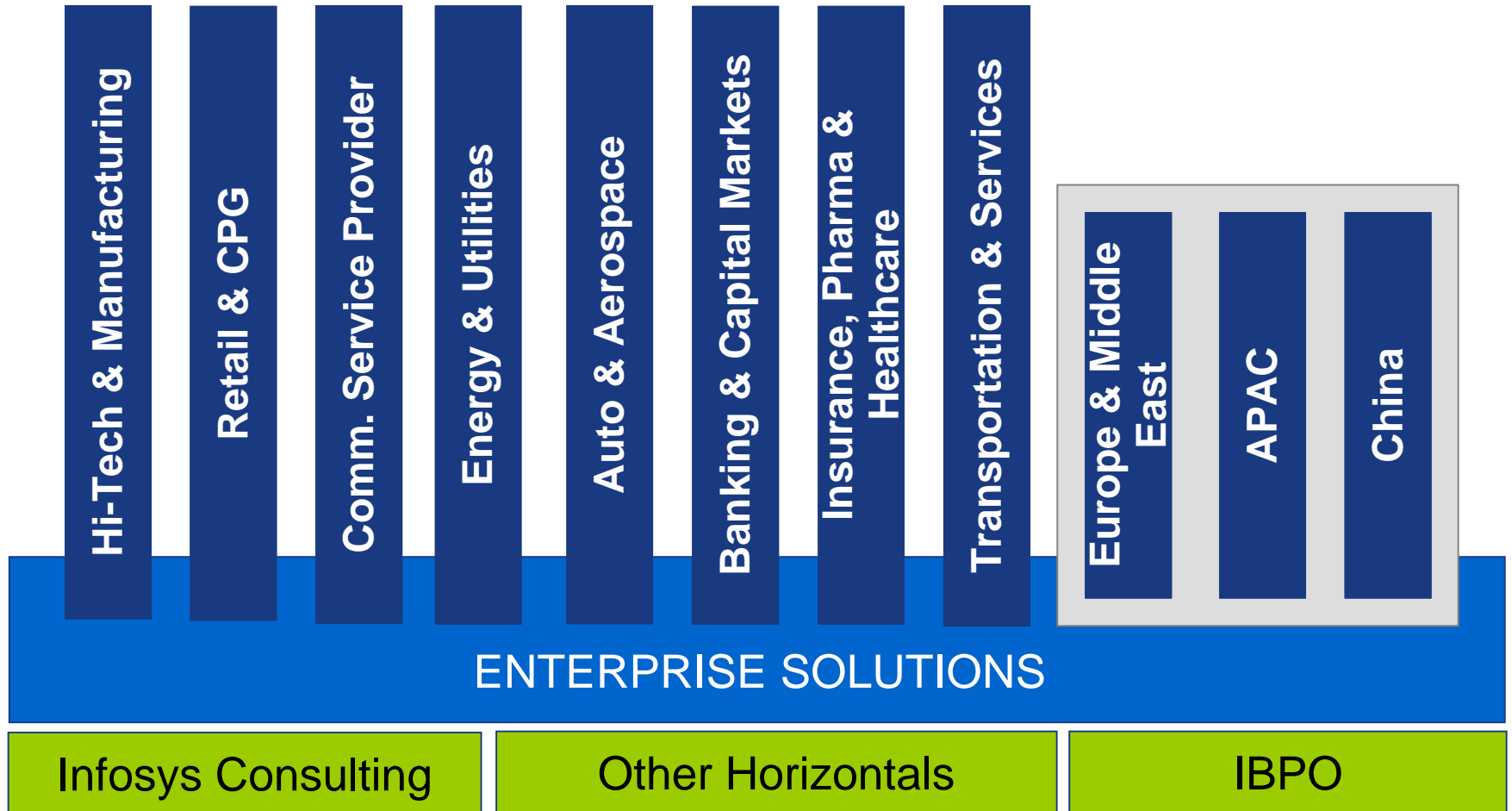
ES Revenues	Last 3 months	Last 6 months	Last 12 months
Revenues (\$ m)	170	329	603

Our Vision

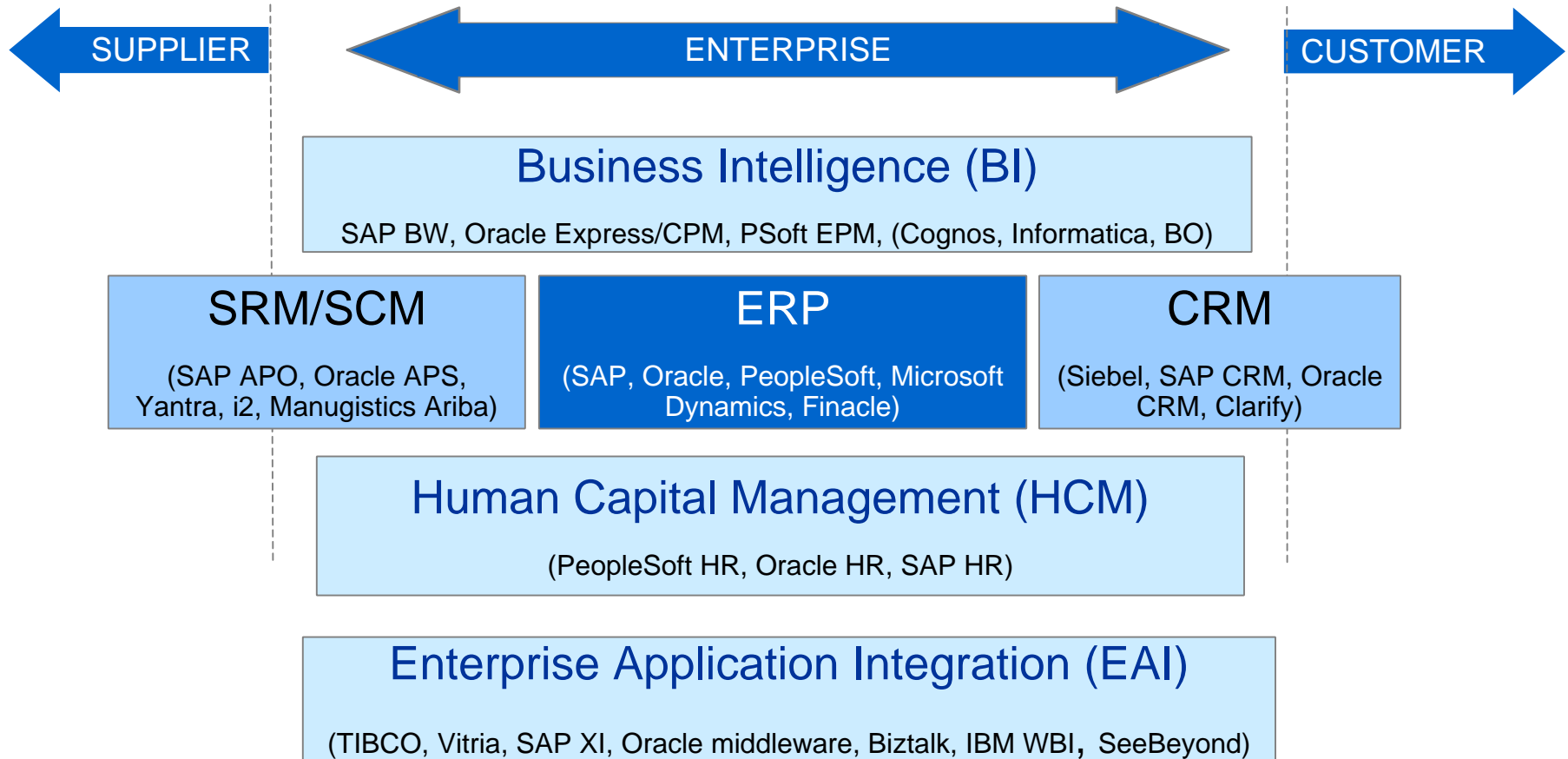
To be the partner of choice in global market for Enterprise Solutions



Providing solutions across verticals and geographies...



...extending over the entire Enterprise Value Chain



• ERP – Enterprise Resource Planning, SCM – Supply Chain Management, CRM – Customer Relationship Management, SRM – Supplier Relationship Management

Infosys – ES offers help to overcome technology impediments

TECHNOLOGY IMPEDIMENTS for...

Fuel for Growth

- Businesses must dramatically overhaul their cost structures, and then use the savings to invest in new products, customers and geographies.
- Fuelling growth requires freeing up capital from operations by restructuring & standardizing costs globally

Loyalty through faster innovation

- Slower to market due to non-integrated processes and systems
- Absence of real-time data due to silos of systems
- Lack of synchrony between systems enabling innovation

Making money from information

- Presence of disparate systems limiting seamless access to information
- Lack of business intelligence tools
- Lack of system evolution to support business evolution
- Lack of flexibility in systems to support change in business practices

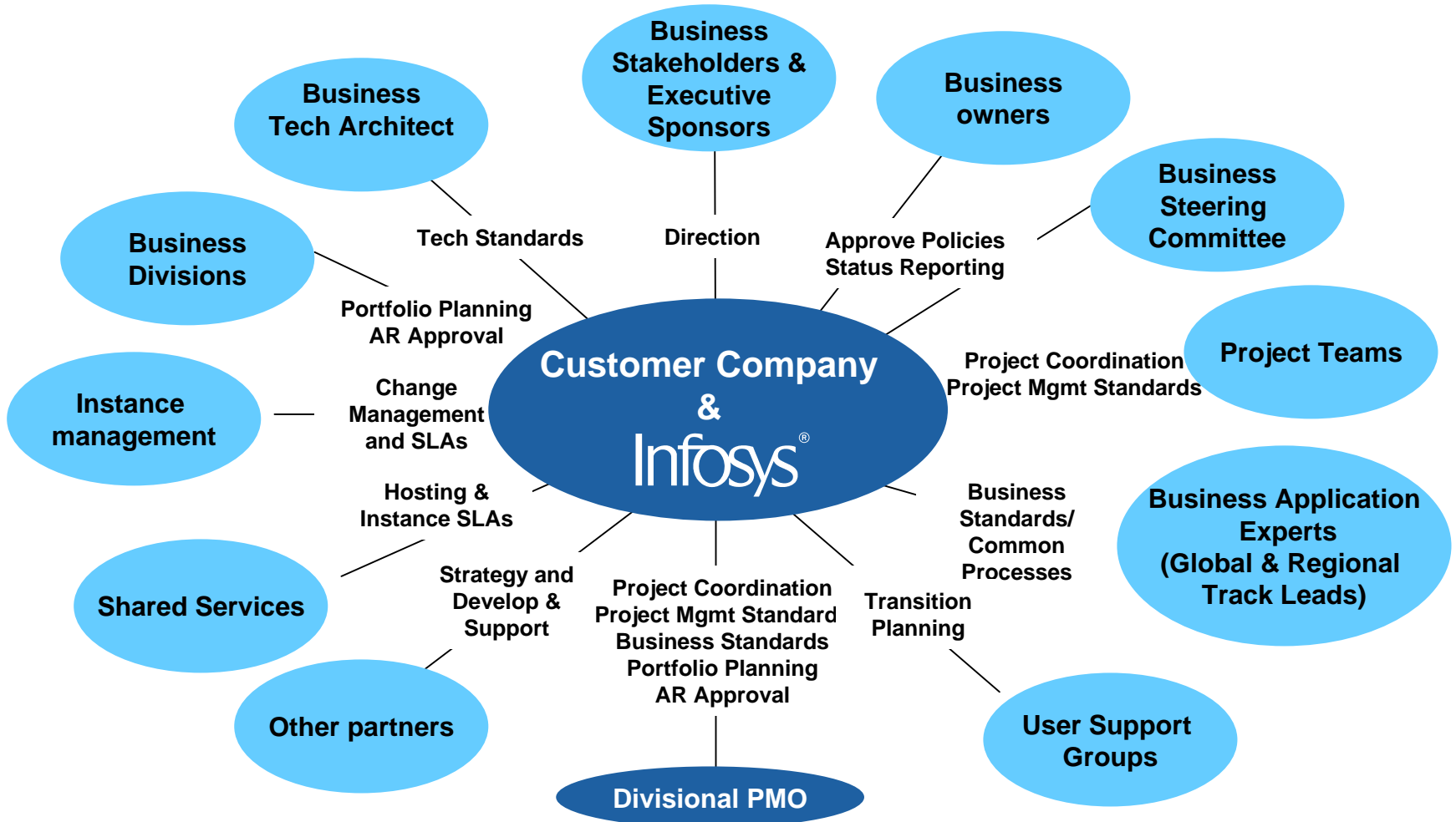
Winning in the turns

- Lack of agile systems to identify, prepare and respond to changes in business environment

Infosys Solutions

- Creating technology-driven global collaboration platforms, developing management structures and developing 'global sourcing' as a functional capability
- Standardize the business processes through ERP systems – Process redesign, implement, roll-out, upgrade & support
- Retain 'core'. Outsource 'context'. Think BPO. Act iBPO
- Develop 'Ecosystem' of Partners and leverage innovation
- Treat integration as a 'strategy' and not 'tactical'
- Help assess 'Information Needs' & required architecture
- Help develop 'Corporate Performance Management' model
- Implement & support business intelligence tools
- Establishing shared services to allow organizations to predict, plan and respond to changes in business environment

ES partners with customers for governance of all aspects holistically



and walks with customers from site to site

The client, a conglomerate of more than 15 companies operating globally under five major divisions, embarked on a **business restructuring exercise to standardize its operations.**

- Operations in over 150 Countries
- 290 manufacturing locations
- 100,000 + employees



- Used to **configure all the business processes, across different groups in Finance, Supply Chain Management and various service functions.**
- Infosys also helped the client to set up a program office to lead the program and monitor its overall progress towards **Simultaneous Business Transformation.**

Today : More than 40 Legal Entities with shared operations for Sales/Services in 37 countries with a wide range of business volumes

Robust global roll-out experience and methodologies

Proactively responding to operational challenges

Talent scarcity and availability of skilled people

- ES-Academy:
 - Proactive hiring and training consultants for the future organization
 - Certifications and ongoing skills upgrade

- Hiring globally – ramp-up in China

- Influx of industry experienced management consultants

- Pioneers in ERP off-shoring. Continually re-aligning the onsite/offshore mix

- Solutions for accelerated deployment – reuse & tools

- H1 visa availability

Helping customers win in a flat world

Integrated offering

consulting +
implementation +
process outsourcing

- Process consulting
- Process re-engineering
- Implementation
- Rollout
- Upgrade
- Enhancements
- Production support and maintenance
- Business Process Outsourcing (BPO)
- Value Realization Model: Implementations to business benefits

Solutions & IP

- Patents
- Joint product development with product vendors
- Specific horizontal and vertical focused solutions

Non-linear models

- Platform based solution offering
 - Procure2Pay
 - HRO



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Thank You

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