

NAVIGATE YOUR NEXT



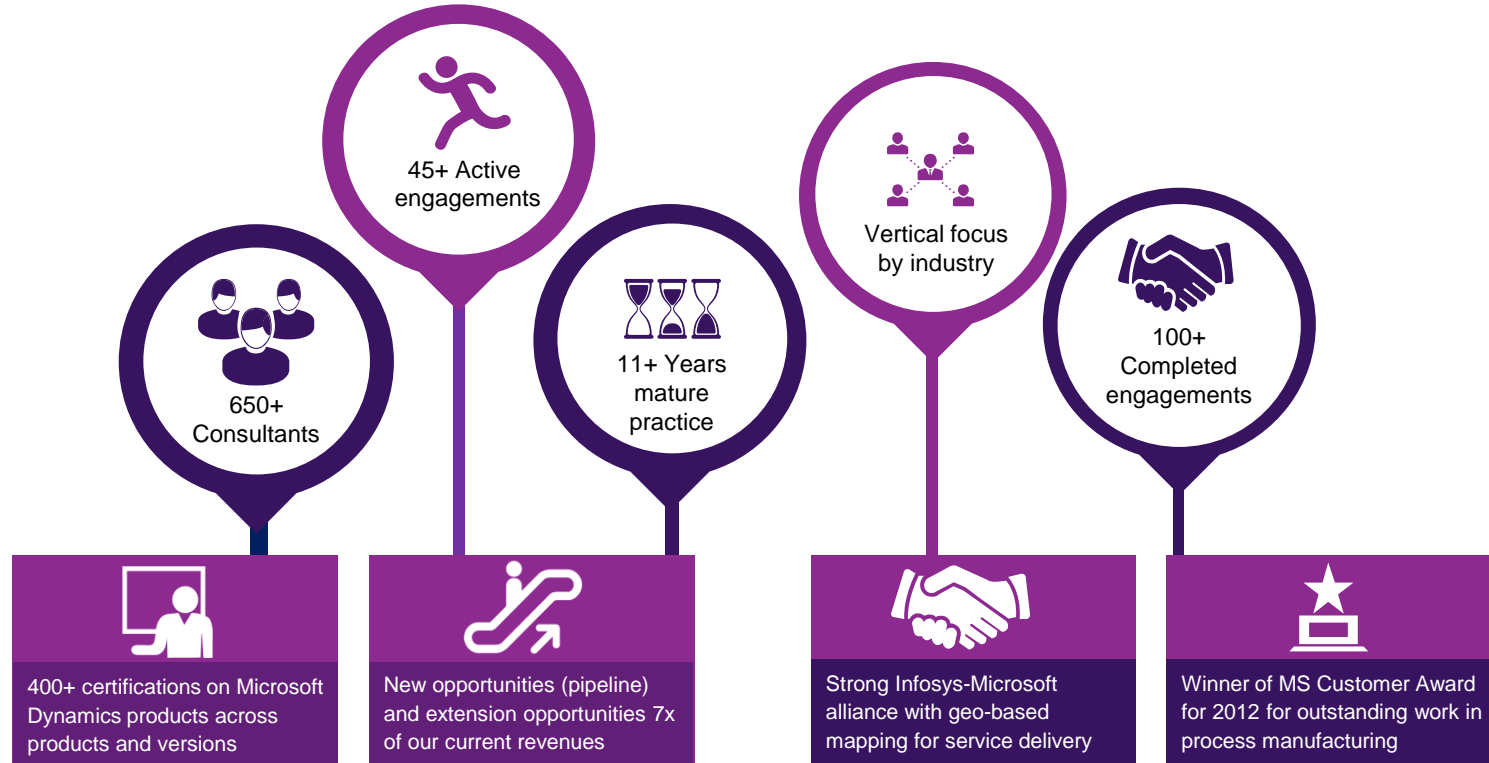
ADVANTAGE YOU
Microsoft Dynamics
at Infosys

The Infosys – Microsoft Dynamics Practice

The Microsoft Dynamics Practice of Infosys (EAIS) caters to the business needs of both large enterprises and mid-sized organizations by providing end-to-end solutions on Microsoft Dynamics™ CRM, Microsoft Dynamics™ AX, and Microsoft Dynamics™ NAV. These solutions lower the TCO and ensure higher and quicker ROI, thereby ensuring maximized business value, and improved competitive advantage.

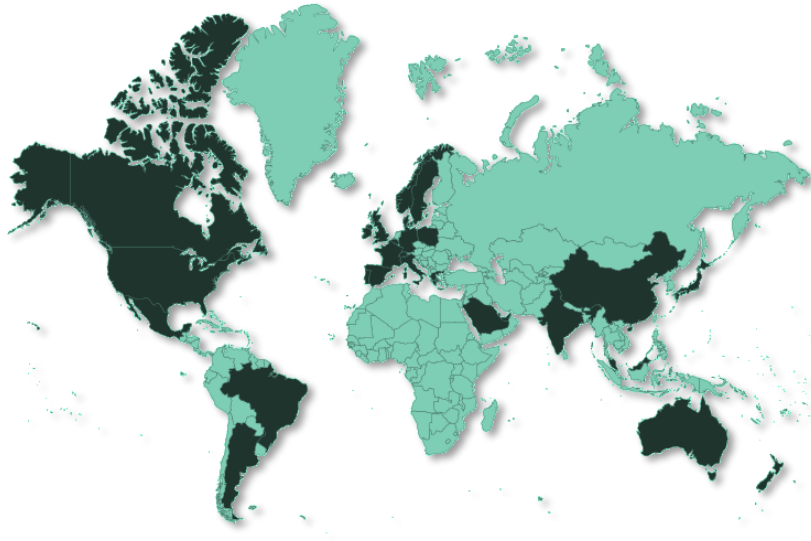


About the Microsoft Dynamics Practice



About the Microsoft Dynamics Practice

Our worldwide footprint



Our focus

 Microsoft Dynamics[®] AX

 Microsoft Dynamics[®] CRM

 Microsoft Dynamics[®] NAV

Scalable, adaptable, next-generation Enterprise Resource Management and Customer Relationship Management solutions using Microsoft Dynamics



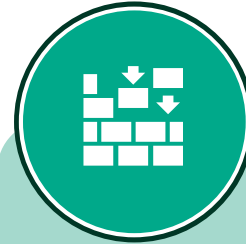
Cloud focus –
Evaluating
Cloud
readiness,
moving to
cloud



Catalog
offerings
for enterprise
applications

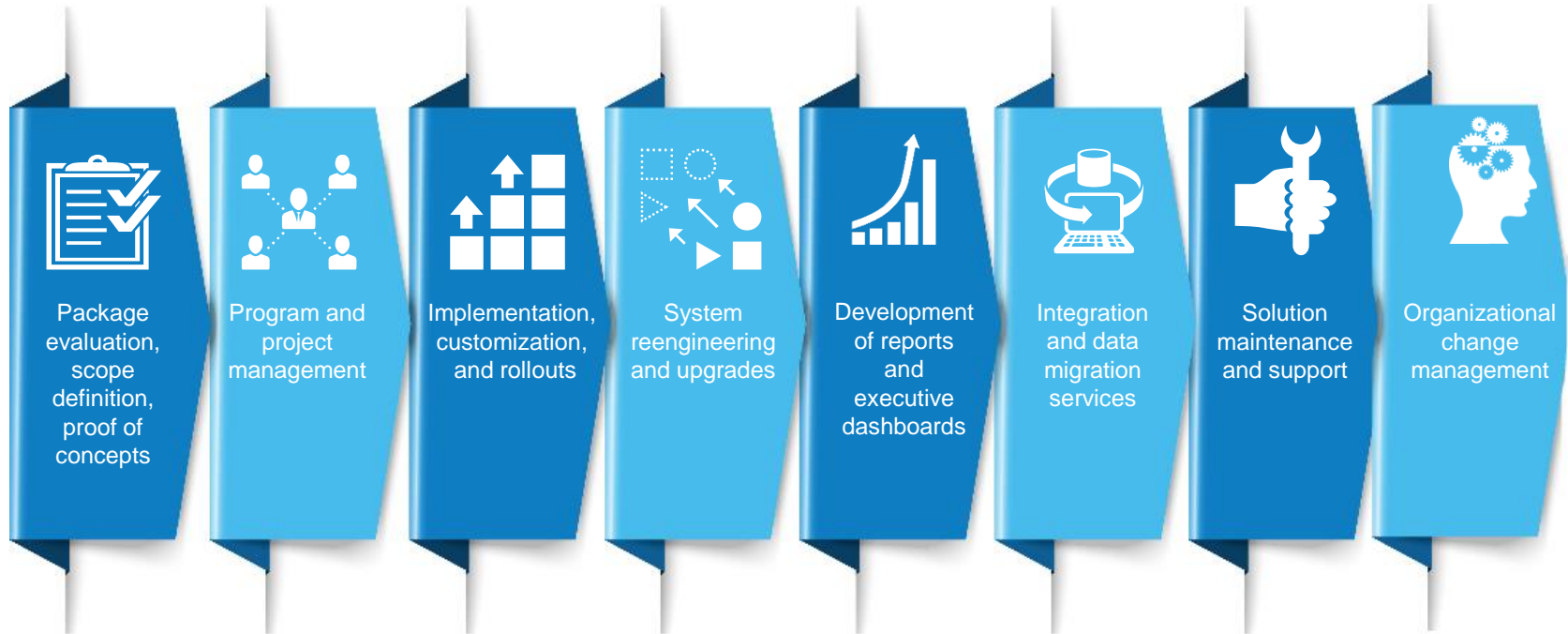


CXO advisory
services for
right solution



Preconfigured
frameworks &
solutions

End to end service offerings



Infosys–Microsoft Alliance: A 360-degree relationship

- Infosys is one of Microsoft's largest suppliers
- Infosys helps define strategy, program manage, develop and test across Microsoft's business and IT units



Infosys is one of Microsoft's top five global SI partners with go-to-market business strategy, execution plan, and executive cadence

- Infosys has one of the largest enterprise agreements with Microsoft in India
- Infosys is one of Microsoft's top 50 global commercial clients
- Infosys has been an early adopter of Microsoft technologies and solutions



Infosys was the Platinum sponsor of Microsoft Envision '16.



Microsoft Partner

Gold Customer Relationship Management



Microsoft Partner

Gold Enterprise Resource Planning

Infosys
Navigate your next

Trends and Opportunities

Microsoft Leading Digital Disruption with end to end Platform offerings – Forrester and Gartner

- Experience, decision-making, standardization, and connected ecosystem

Massive move towards harnessing the power of the cloud and building intelligent systems with a focus on productivity everywhere

- Dynamics CRM Online, Dynamics AX 7, Azure, Mobility, O365, Yammer, SharePoint, Analytics – Cortana, BI, ML, Automation, etc.
- Nimble, flexible, faster implementations with lower TCO

Large demand and adoption of the modern and intelligent platform

- Clients replacing existing applications like Siebel, Oracle, or older legacy applications (both with CRM and AX)
- Market leader in CRM with a differentiated offering. Only real competition from SFDC

Microsoft Dynamics – center of excellence focus



People

Best of breed consultants with implementation experience across technologies and industries



Tools and accelerators

Best of breed frameworks, tools, accelerators, reuse repository, and process baselines



Knowledge management

Standards, templates, process aids, white papers, and knowledge shops



Infrastructure and shared R&D

Co-development of solution, dedicated labs, training, delivery infrastructure, and networks

Our next-generation focus



Social
engagement



Intuitive mobile
apps – anytime,
anywhere



Immersive
customer
experience



Always
on –
Connected
products



customer
view and deep
customer
insights



Solution
offerings
on the cloud



Life cycle-
based
delivery

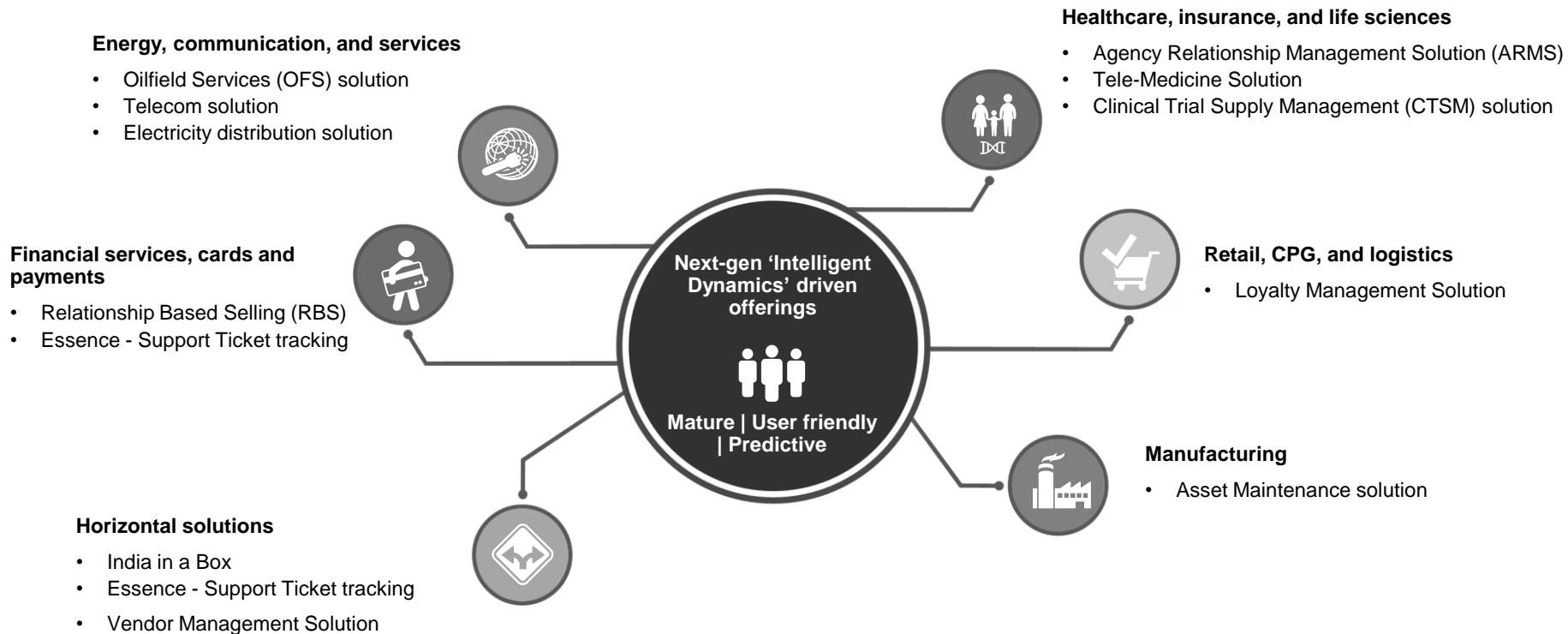


Ecosystem
bundling for
end to end services



Extended
apps on
the cloud

Vertical-wise solutions



Infosys MS Dynamics - major customers



CHOBANI
HOW MATTERS™

Direct
Wines



CLARIANT



Client Speak



CLARIANT 

A leading global specialty chemicals company

“Infosys has brought immense value to (our) existing Sales Management processes across Business Units by delivering the CRM application on schedule, within budget and by providing valuable consulting in building the CRM application that suits a large organization like (us). I appreciate the commitment and spirit of the entire Infosys team to deliver to (sic) beyond our expectations and look forward for continuing the success with the Wave 3 rollout”

– Paul Mauer, Global Head of Business Applications, Clariant

<http://www.infosys.com/about/clients-speak/Pages/digital-transformation-journey.aspx>

Client Speak



CHOBANI[®]

HOW MATTERS™

A leading Greek yogurt manufacturer in the US

“Infosys has delivered a lot of value around our ERP system. They have delivered multiple projects across the Supply Chain and Finance areas. Infosys brings a lot of skills to the table at a price point that is very attractive for many large enterprise customers... ..also, their ability to be flexible has benefitted the Chobani business greatly. The Infosys relationship has been supportive at the highest level.”

- Jeremy Bradford, Director, Project Management, Chobani

<http://www.infosys.com/about/clients-speak/Pages/digital-transformation-journey.aspx>

Appendix



The third front

Today's digital-led businesses require robust foundation systems. While large enterprises need ERP and CRM solutions that address unique and localized requirements, smaller emerging companies require vertical-focused and cost-effective solutions.

Microsoft Dynamics is that solution – a third front beyond SAP and Oracle.

The Infosys center of excellence (CoE)

The CoE focuses on continuous innovation with catalog offerings for enterprise applications, tools, accelerators and frameworks, vertical-specific solutions, and CXO advisory services.

This enables digital transformation and faster adoption of next-gen technologies like intelligent CRM, IoT, predictive analytics, omnichannel offerings, and gamification.

This in turn helps enterprises redefine consumer experiences, renew and amplify their technology core, develop new business models, and ensure unified orchestration and management across the entire digital ecosystem.

Microsoft Dynamics

- Easy and simplified UI and UX
- Productivity and business intelligence (BI) integration with the One Microsoft experience
- Modern architecture and flexible environment for customization and business agility
- Unrivalled choice of add-ons within a vast marketplace based on a mature ecosystem
- Flexible deployment options – on premise, cloud, or hybrid with interoperability
- Overall lower total cost of ownership



THANK YOU

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