



A SMARTER TOMORROW WITH HIGH-TECH

Gearing up for unprecedented change

Infosys[®]

Raising the bar on innovation

The high-tech industry is witnessing an enormous change as software, cloud computing, analytics, and IoT are transforming the way technology is developed and deployed. 10% of companies in S&P500 experienced either a split, M&A, or large valuation change since 2011, 17% since 2009, and ~50% since 1999¹. This pace of change

is unprecedented. Almost every established business model is under threat either from disruptive start-ups or non-traditional competitors. Innovation continues at a feverish pace and start-ups are disrupting established incumbents. Rapid, continuous change has become the new normal and companies are pressured, as never before,

to invest in the future, while protecting current market share and keeping costs under control. These pressures are forcing companies to focus on a few competencies while outsourcing non-core activities. Strategic partnerships that enable companies to manage non-core activities are critical to a company's competitiveness.

Our experience

We have significant experience working across the high-tech sector. We work with 11 of the top 20 high-tech companies; 7 of the top 20 semiconductor companies; 10 of the top 20 technology hardware and equipment companies; and 2 of the top 5 software companies.



Our high-tech focus

Delivering cutting-edge solutions for unparalleled gains

Value chain supporters and contract manufacturers

Semiconductor equipment companies, foundries, testing and EDA tool companies

Software and service providers

Independent software vendors

Semiconductor manufacturers

Integrated and fabless semiconductor companies

Electronics, devices, or storage OEMs

Original equipment and electronic device companies

Distributors and resellers

Component, system distributors and value-added resellers



Our breadth and depth of expertise has enabled us to service almost all processes within. We help clients engineer products, market them with

digital assets, improve sales and order-to-cash operations, optimize the supply chain, reduce costs of technical and customer support, and optimize

their application portfolio. Below is a sample of the work we have done across the processes for our clients.

¹ <http://www.businessinsider.com/sp-500-index-constituent-turnover-2015-6>
https://en.wikipedia.org/wiki/List_of_S%26P_500_companies



Our expertise Empowering our clients across processes

Idea to product



- Ideation and co-creation with a networking OEM and semiconductor manufacturer
- Product engineering support for semiconductor, ISVs, OEMs, and device manufacturers

Product to quote



- End-to-end marketing services, budgeting and planning, communication, automation, content management, reporting, and analytics
- Quote management including product, price, agreement, and design-win management for a large distributor

Quote to invoice



- Order-to-cash automation for several semiconductor companies and ISVs
- Management reporting and business intelligence for a large semiconductor company
- Software license infrastructure management for a large ISV

Forecast to delivery



- Revenue and demand forecasting for a large semiconductor firm
- End-to-end procure-to-pay solution for a large semiconductor firm
- Build-to-order planning solution for a global electronics company

Delivery to support



- Technical support platform implementation for a networking OEM
- Technical support web management implementation for a large semiconductor company

Hire to retire



- Cloud-based HR platform implementation for a large semiconductor company
- Sales force incentive management for a semiconductor company

Education | training services



- Implementation of a technical learning portal for a large semiconductor company

Record to report



- Customization of ERP packages for revenue recognition for a networking OEM, security appliance, and large ISV
- ERP financials implementations for a large ISV

Information and technology services



- Design and implementation of application security assurance program for over 4000 apps for a large semiconductor company
- Infrastructure management for several semiconductor companies

Corporate support services



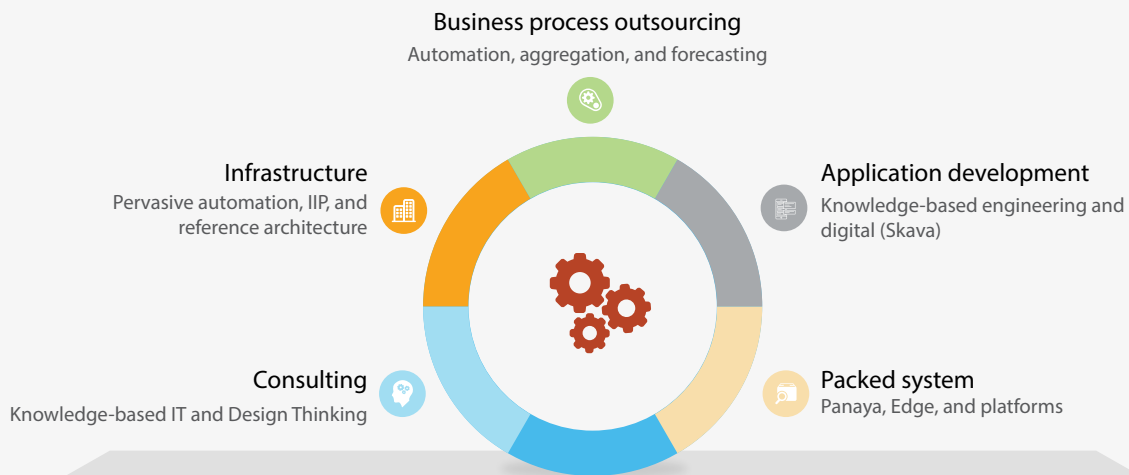
- Contract automation, electronic signature implementation for a large ISV
- Market entry strategy, growth strategy, competitive benchmarking for a semiconductor company

Our services

We offer end-to-end services from management consulting to process outsourcing, bringing a culture of innovation in everything we do. We apply the power of design thinking to define future systems. We provide integrated services with deep business expertise and knowledge-based IT to deliver the best solutions possible to our clients.



Our high-tech solutions Rethinking every service line, every platform offering



Our capabilities

- Cloud
- Mobility
- Engineering
- Big data and analytics
- Application development and maintenance
- Infrastructure management
- Independent validation
- BPO
- SAP services
- Oracle services
- AI and machine learning
- Business consulting

Infosys products and platforms



For more information, contact askus@infosys.com

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