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At this time, I think you should have gotten a fair idea about, one, the opportunity in front of us, and it is more the execution risk that can hold any IT service company back. It is not the opportunity itself. Then if you looked at the AI value framework that Salil unveiled, one of the main components on that is the partnership ecosystem. It makes it even more important now that we have a very strong set of partners to be able to go to market.

As the AI evolution was taking place, one of the things we did was to really rethink our partner strategy and construct a partner ecosystem that really got us thinking about the future and will help us to actually cross the chasm because the AI stack has to be reflected in how we are going to get the partnerships done

Today morning, we announced a big partnership with Anthropic is an example of how we are moving this forward. So we need model companies, we need infrastructure companies that actually are investing in terms of AI transformation. Similarly, a set of companies around the chips to application layer to infrastructure to cybersecurity, to model are all part of the AI stack.

Normally, people are equating AI to one particular company or one particular category of company. It is not. It is a very complex set of components you need to make AI come to life. Enterprises want the stack to be governed which is very complex. It is not easy to manage the contracts or manage the performance obligations of these companies or to get the business outcomes they want unless they have somebody who is going to take ultimate accountability for it. So where we come in is we are at the center of this.

Yes, AI is reshaping the IT services value chain. But we are in the middle of it. We are orchestrating outcomes for our clients and managing risks for them, not just emanating from us, but also from the ecosystem of partners we have. So all the partnerships that we have been announcing and we have announced are a very carefully curated set of partners who will actually make the needle move for our clients.

These are partners that will help us with specific industry workloads rather than generally come with one specific set of capabilities. That is what differentiates Infosys as against other companies in terms of how we look at these partnerships.

So if you see the AI value framework, across the framework, already, we have started executing some really solid programs in AI that is giving us referenceable templates to actually take it to more clients.

So in the case of the first component, which is the AI strategy and engineering, with a leading investment management firm, we help them to actually work with an NVIDIA stack, where their onboarding of investors accelerated by about 30%. This is an investment firm that has more than 5,000 plus rules, regulations. I do not need to explain that to you this particular group of people as you might understand how it works in your world. We were able to bring in NVIDIA as a center point on the stack and be able to drive that change.

In another case with a leading telco, we were able to create a digital sales assistant where 95% of their fiber sales was done by the digital set of agents instead of human-powered selling. Now that is the power of the partnerships that we have because in order to bring this to life, you need pre-established relationships, training between companies and contracts so that the friction to market is less. We also have that way a mutual understanding of how will we manage together the total risk that needs to be spread between us and the partners.

Similarly, on the data for AI, a lot of examples have already been taken by my colleagues. They all talked about many of the examples, including the Polo Ralph Lauren example, which is an amazing one. But in addition to that, we have actually delivered a variety of work in terms of actually helping the clients to get the data ready for the AI world. That is about moving it into a place where it is easily retrievable and is curated and it actually can deliver insights.

On the process AI, one of the areas where we see most of impact with the AI and the opportunity is really bringing AI into our BPM plus IT stack. When Rafee spoke, he announced one of the AI products from Infosys is AI Next. So if somebody wants a full platform, they can actually get AI Next from us. AI Next, in this particular case, with one of the leading restaurant chain has actually enabled them to faster processing of their vendor invoices. Similarly, there was an example you must have heard about one of our clients in which AI Next played a very crucial role in accelerating the supply chain.

On the legacy modernization, one other area of this value framework, which is another area where we see a huge amount of opportunity. Bali spoke about a few opportunities there. Our partners together with us, have created a set of accelerators that are enabling our clients to move from legacy architecture to the AI architecture faster. One example is a mainframe modernization program that we have done for Hertz. You saw the Hertz customer come and speak. Similarly, we have many other examples of where we have really taken this to our clients and getting them the benefits.

On physical AI, Dinesh spoke about some of the examples on physical AI, which is around how do we really bring the AI in terms of the robotics and other physical products and make sure that they are actually getting ready for the AI world. Those examples are also building.

What I would like to sort of sum up is to say that the opportunity is really in front of us. There is no question about that. We have the conviction on that. But at the same time, we also acknowledge that this requires complex execution across multiple components. One of the key components is the partnership ecosystem. As an organization, we have invested heavily and really brought in a set of partners that will help us to transcend this to a position where we can be a leading AI player.

I would like to conclude this with an announcement we made with Anthropic today. And one of the Anthropic execs says the following about us. So can we please roll the video?

So in summary, we think trust, scale and partnerships are going to be the three pillars in which this transformation needs to happen. And we have the trust with the clients and the partners. We have the scale, and we have also a fantastic partner ecosystem that will help us to actually carry our clients on this transformation journey

Thank you.