

# Infosys and Fabric Worldwide Chosen by GlaxoSmithKline to Support the Delivery of Digital Strategy

An Integrated Platform and Services Solution to Streamline Global Digital Engagement

Bangalore, London, New York, March 13, 2012: Infosys Ltd (NASDAQ: INFY), today, announced its partnership with GlaxoSmithKline (GSK) to optimize digital channels across its global consumer healthcare and pharmaceuticals business lines. The partnership in association with Fabric Worldwide, a WPP company, will simplify and improve effectiveness of how GSK delivers digital engagement with consumers and healthcare professionals.

Through this partnership, with Infosys, GSK will create 'Global Digital Services' (GDS), a new shared service which will drive standardized processes and sharing of best practices in creating and securely delivering information, across multiple digital channels.

The service will utilize the 'Digital Marketing Platform', built by Infosys in partnership with Fabric Worldwide. This brings together the best of technology and marketing expertise, on a unified platform, delivered on the Cloud. The proprietary BLUE (Build, Listen, Understand, Engage) framework of the 'Digital Marketing Platform' will allow GSK to quickly build digital assets and listen to consumers across an array of digital channels. GSK will be able to use the platform's advanced analytical capabilities to better understand consumer segments and leverage audience insight to deliver an engaging brand experience. The platform will allow teams to collaborate through superior work flow capabilities, and foster re-use of digital assets. Infosys, in partnership with Fabric Worldwide, will also provide specialized digital marketing services, around brand and agency liaison, and advanced analytics to enable GSK to improve the effectiveness of digital media.

Phil Benton, Vice-President, Global Digital Services, at GSK Core Business Services, said, "We recognize that our customers, consumers and other external stakeholders increasingly want to engage with us on-line. Global Digital Services will enable us to provide globally standard processes, scalable assets and advanced analytics to support better and more efficient engagement with these external audiences. Infosys and Fabric bring important and complementary capabilities to give us the potential to make a real step forward in this area."

Dheeshjith V.G. Senior Vice President and Global Head of Life Sciences at Infosys said, "For pharmaceutical companies, driving digital transformation, globally across the organization to achieve rapid growth and deepen customer engagement, is very important. In the coming years, pharmaceutical companies will be heavily leveraging digital media to connect with their sales force, customers, physicians and key opinion leaders in the industry. Infosys, with its in-depth life sciences industry knowledge, robust cross-industry experience and cutting edge technology expertise, has partnered with WPP to build the foundation for the global digital transformation initiative at GSK."

Samson David, Vice President and Global Head - Business Platforms, Infosys said, "Companies, today, spend a significant part of their time streamlining their digital processes with little focus on engaging with stakeholders. Our partnership with WPP brings the best of marketing and technology together to create the next-generation Digital Marketing Platform. Delivered on the Cloud, the platform will enable GSK to efficiently create digital properties and effectively engage with its digital consumers."

Neil Miller, Joint CEO of Fabric WW said. "We are delighted that GSK is using the Fabric Data Management Platform and Marketing Operating System, as a key part of the overall



Infosys solution. It will greatly enhance GSK's ability to consistently understand consumer signals from digital channels, across all brands in all markets, and react faster to the insight they gain."

#### About GlaxoSmithKline

GlaxoSmithKline – one of the world's leading research-based pharmaceutical and healthcare companies – is committed to improving the quality of human life by enabling people to do more, feel better and live longer. For further information please visit www.gsk.com

## **About Fabric**

Fabric WorldWide Ltd is a specialist technology company and provider of WPP's client side platform. Our technology is based around The Fabric client-side DMP and Marketing Operating System, which allows marketing data and ways using this data to deliver relevant communication programs to be consistent across channels, and across different parts of the client's organization. The purpose of the business is to enable clients to use the consumer signals from digital channels faster, more intelligently and more centrally in their business

### **About Infosvs**

Many of the world's most successful organizations rely on the 145,000 people of Infosys to deliver measurable business value. Infosys provides business consulting, technology, engineering and outsourcing services to help clients in over 30 countries build tomorrow's enterprise. For more information about Infosys (NASDAQ: INFY), visit www.infosys.com

#### Safe Harbor

Certain statements in this release concerning our future growth prospects are forwardlooking 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, fluctuations in foreign exchange rates, 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 or expiration 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, 2011 and on Form 6-K for the quarter ended June 30, 2011 ,September 30, 2011 and December 31, 2011. These filings are available at www.sec.gov. Infosys may, from time to time, make additional written and oral forwardlooking 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.





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