

INFOSYS DATA & ANALYTICS COST TAKEOUT OFFERING

Enabling Cost
Optimization With Data
And Insights





Catastrophes like pandemics, calamities bring disruptions in unprecedented ways and impact industries in short, medium and long term. While organizations strive to minimize the impact, one of the key priorities is to reduce Total Cost of Ownership across the technology stack and services. Organizations need to drive cost down, enhance resilience, bring hyper-productivity, optimize service models, and be open to new commercial constructs.

A Gartner survey from March 2020 shows 62% CFOs and finance leaders are preserving cash and cutting down spend by more than 10%. Revenues for Big Data and Business Analytics Solutions were expected to reach \$189.1 Billion in 2019 with Double-Digit Annual Growth Through 2022, as per an IDC report. Hence it is significant for every enterprise to reduce cost in Data Analytics landscape. Infosys Cost Take out solution can help organizations achieve over 40% overall savings (~ 20% in Year 1) in their Data landscape.

Infosys Cost Takeout Solution

Infosys can bring the right levers across technology stack and services to reduce cost and improve cash flow. We can achieve this by leveraging these three levers:

1. Technology Stack Levers:

- **Reduce compute & storage cost** by profiling the existing data and analytics workloads to right size the hardware, eliminate unused hardware; identify hot, warm and cold data and migrate warm and cold data to low cost storage options; migrate analytics workloads onto cloud in an accelerated manner to reduce the overall cost of data estate management
- **Reduce software license cost** by eliminating unused licenses, right sizing license usage based on user personas, restructure license model to best fit the usage patterns, rationalize software tooling, and migrate to open source & cloud based tools
- **Reduce cost of cloud consumption** through right sizing and just-in-time

provisioning of cloud services, re-designing storage and compute patterns based on cloud pricing models, and moving to Infosys Managed Cloud Services.

- **Offload appliance workloads** to low cost options on cloud. Accelerate cost take out by restructuring license model to consumption based and using SQL virtualization tools.

2. Service Levers:

- **Service Model:** Reduce services cost by consolidation of partners, contractors, captives and internal IT teams, right-shoring by utilizing low cost locations, bundled services including platform, software + services, data engineering, consumption, analytics, business operations, and service excellence through managed services, shared services, and COE.
- **Hyper Productivity:** Reduce services cost through lean, upskill and cross skill talent to reduce the individual variability,

reduction of non-value activities, eliminate tickets through automation and under-used services, assets, SLAs, extreme automation using BOTs for Application Management Services and AI-ML driven operations, self-service for business users, productivity improvement and distributed Agile and DevOps.

• Business Operations:

- **Optimize Customer Operations** using trusted data through intelligent, Next Gen Consumption Models, Business Insights Factory, and Pervasive AI for Automation
- **Automate and improve business operations using AI driven point solutions** in the areas of customer finance, compliance, reduce risk, inventory optimization, supply chain early warning, shipment risk prediction, network optimization, risk response simulators and many more

3. Commercial Value Levers:

- **Asset Takeover** by taking over the on premise hardware assets, and improving cash flow to provide fair market value in short term
- **Consumption based Pricing** by restructuring license model to consumption based
- **As a Service Model** by leveraging Platform as a Service, Data and Insight as a Service model to enable reduction of effort
- **Capex to Opex Model** by restructuring Capex cost for infra, software license and people to Opex cost and improve cash flow

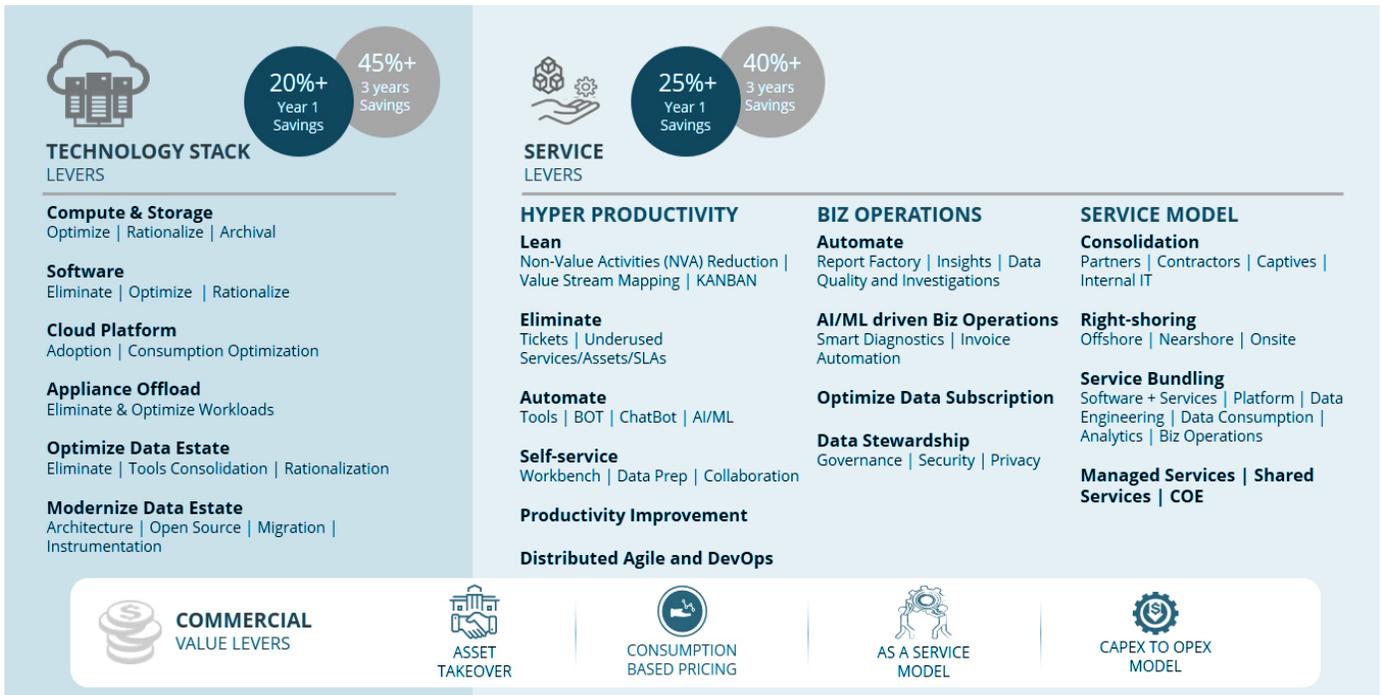


Fig 1: Cost Takeout Levers

Service Model, Commercial levers can deliver savings from Day 1; Technology Stack, Hyper Productivity, Biz Operations levers can be quickly unlocked within few weeks into the start of engagement.

Infosys' proven set of solutions, accelerators and frameworks across the above cost savings levers will accelerate organizations' journey towards analyzing the current data landscape, optimizing assets, storage,

licenses, adopting cloud, migrating workloads to cloud & cloud optimization, optimized service model, productivity improvement, agility, extreme automation through AI, and AI driven point solutions.



Fig 2: Data Analytics - Solutions and Accelerators

We have helped several of our clients to realize cost savings in near term and beyond, become resilient and improve operational efficiencies.

1. **A major retailer** realized **54% savings over 15 months** through data estate modernization by migrating the workloads to AWS, offloading appliances to Snowflake and retrofitting BO & Tableau reports and SAS programs, and **52% savings** on cloud landscape by optimizing and automating overall cloud infra, compute & storage.
2. **One of our major clients** realized **33% TCO reduction in year 1**, by implementing Platform-as-a-Service model to deliver Data IT Operations. Infosys leveraged automation of core data operations, predictive maintenance, and self-service as some of the key levers to bring operating model efficiencies in the ecosystem.
3. **A Hitech major** realized **36% savings** through reduction in RMA processing costs and resell cost of the devices, by analyzing ticket information and using AI to predict if a product return is required to address the customer complaint.
4. **A Manufacturing major** got **100% contracts automation** for the contract documents received from customers in different formats & languages, making the process faster and efficient by **using AI based OCR solution (ATE)**, combined with Pega, to automate this flow.



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