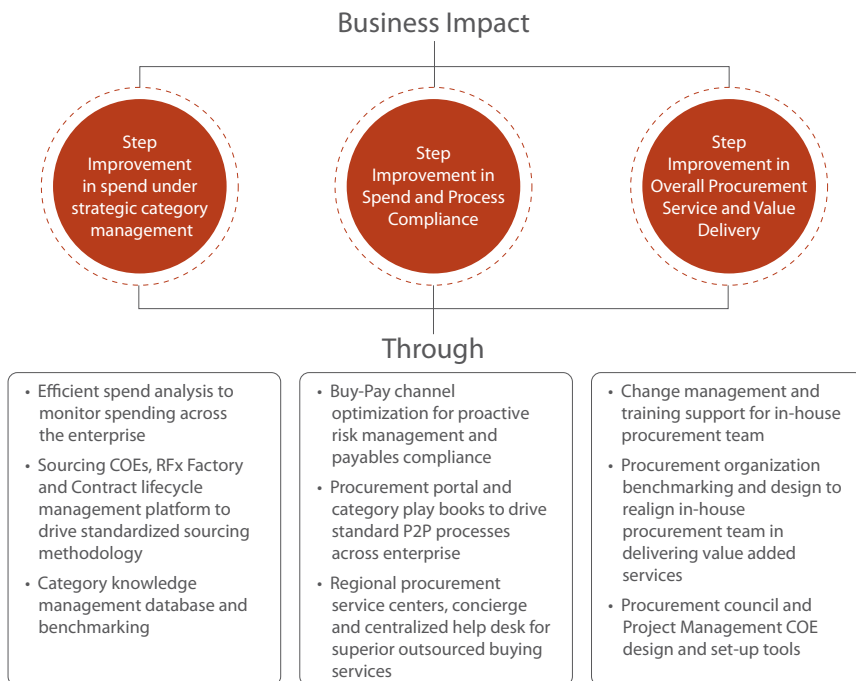


Infosys BPO Sourcing and Procurement (S&P) Practice



Rethinking Sourcing and Procurement Outsourcing *Adding the 'R' to the ongoing 'Evolution'*

In a global economy struggling with monumental geo-political changes and continuous economic shifts, Procurement Leaders are facing unprecedented challenges. Procurement Leadership has a tight rope walk to do – balancing external partners (suppliers) and internal customers (business). Effectively managing third-party spend in this unpredictable business environment requires superior category expertise, supplier management skills, access to best-in-class procurement technology platforms and knowledge-management tools. Faced with gaps between what is 'Best-in-Class' and the current in-house capability in these areas, many CPOs are turning to Sourcing and Procurement (S&P) outsourcing for an effective and immediate solution – in the footsteps of their colleagues in Accounts Payable, HR, Finance etc. who've become world-class through outsourcing.

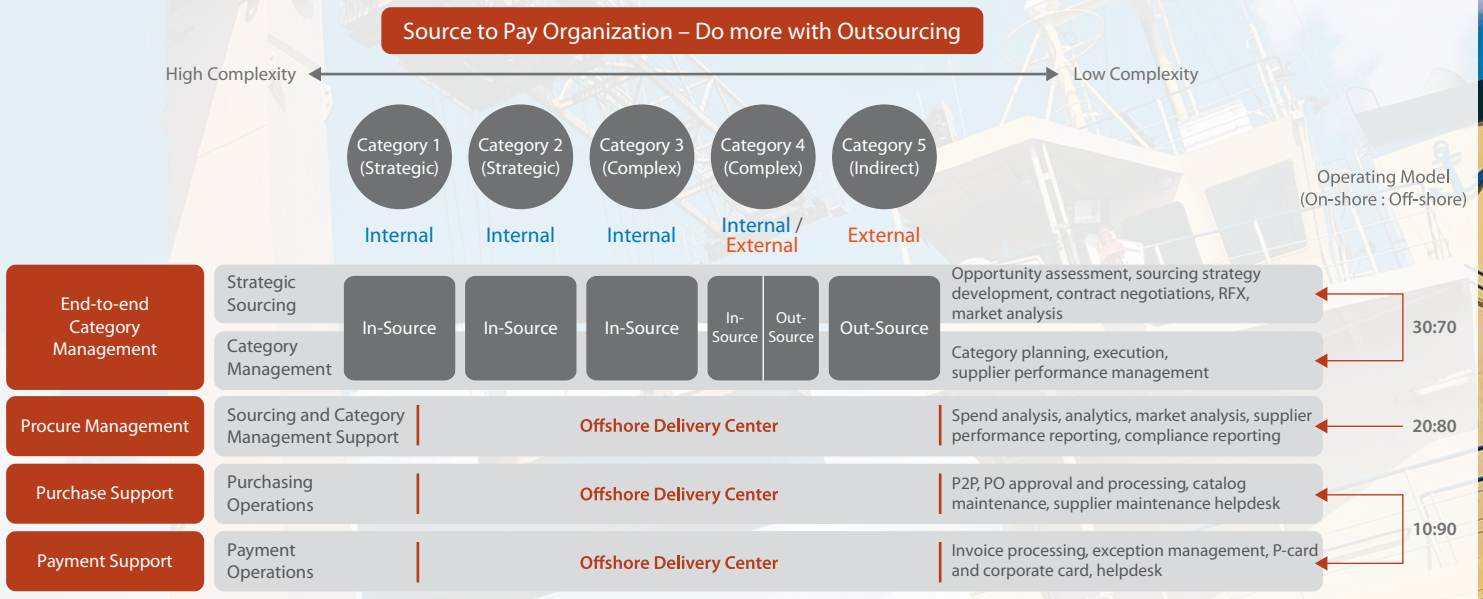


Infosys BPO S&P Outsourcing Services – Facts & Figures

- 62 Sourcing and Procurement (S&P) outsourcing clients across the globe leveraging 1400+ S&P experts *
- 40 bn USD spend across majority of Indirect and Direct spend categories is sourced annually
- Global Infosys Category Councils (ICC) to enable best practices across all industry sectors
- 12 Global centers to provide on-shore, near-shore and off-shore delivery of Sourcing and Procurement processes
- Infosys BPO named 'PO Market Star Performer' by Everest in 'PO Annual Report 2010'

* The 62 global companies are using our proven global delivery model, superior indirect spend management category expertise and procure to pay business management platform solutions to accelerate their Sourcing and Procurement transformation and impact their business

Infosys BPO's Best Practice View on S&P Outsourcing



Business Process Innovation In Sourcing and Procurement Outsourcing Solutions through

- **ProcureEdge** – An industry-leading ecosystem of best-of-breed, cloud-based, end-to-end Source to Pay BPO platform solution which helps realize step improvement in 'Spend under management'.
- **Procurement Insights** – An industry leading Supply Chain and Spend Management platform for managing all areas of effectively managing third party spend in direct and indirect spend areas.
- **Category Management solutions** – Category specific platform based solutions for indirect spend categories which require custom supply value chain management.
 - Telecom expense management [Paetec]
 - Software asset Management [Flexera]
- **Global Operational Excellence Management System** – An industry leading global workflow solution to enable 24x7 business process delivery, work-flow management, reporting and analysis of hundreds of business processes across all enterprise functions.
- **On-demand category expertise** – A global network of category experts to enable business process transformation in managing indirect spend in specific markets and across sectors.
- **Business Process Transformation and Value Realization** – A deep subject matter expertise combined with Proprietary Business Value Realization framework and tools is integral to our S&P outsourcing solutions which help retain and sustain focus on value realization.
- **Change Management and Training** – Proprietary Organizational Change Management (OCM) tools supported with a unique in-house Procurement Academy enable change management programs and training uplifts through the sourcing and procurement transformation projects lifecycle.

Illustrative Examples Of Value Delivered To Clients

<p>Savings in excess of 7% delivered in end-to-end category management and category management support for a global mining giant</p>	<p>Increase in internal adoption and compliance by over 300% for a global pharmaceuticals major</p>
<p>Cash Flow Advantage of over €9 million annually due to payment terms correction in VMD for a global electronics manufacturer</p>	<p>Multi-million dollar savings realization for a global telecom company through innovative spend analysis and tail spend management solutions</p>



About Infosys BPO

Global organizations depend on Infosys BPO Ltd, the business process outsourcing subsidiary of Infosys Limited (NASDAQ: INFY) to deliver measurable business value. Infosys BPO's strong focus on industry solutions, technology and a consulting based approach has created new engagement models to help clients build tomorrow's enterprise.

www.infosysbpo.com

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