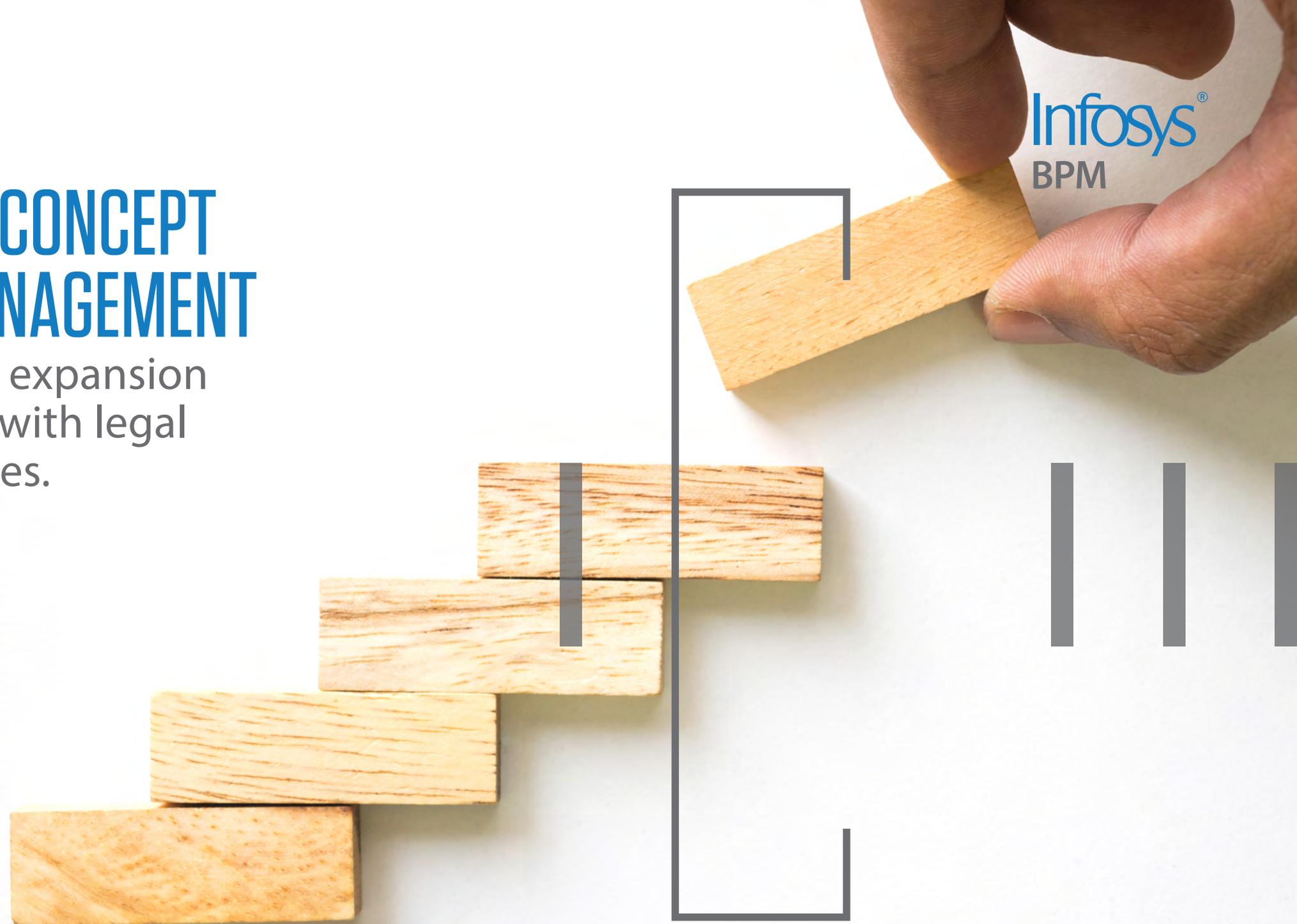


A 'BRICK AND MORTAR' CONCEPT FOR EPC CONTRACT MANAGEMENT

Infosys BPM eases the global expansion of a Japanese conglomerate with legal contract management services.

A Leading Asian Conglomerate.

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CHALLENGES

The client's aim was to globalize contracting and business processes to aid in the expansion of its multi-industry business, including the creation of EPC templates for a cross border turnkey railway project.

Global Standardization and management of existing contract templates for two masters for products and services

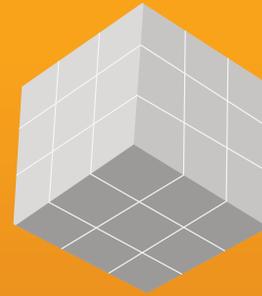
Creating templates for 7 types of engineering contracts: ESO, EMS, ODM, OEM, Procurement: Mass-production, outsourcing service, consulting service agreements

Creating template and pro forma for EPC contracts for large turnkey railway projects based on industry standards across the globe

Creation of contract negotiation playbooks for master contracts & statement of work (SOW)

Creating exhibits and attachments specific to the sow along with termination notice, amendment templates

Creating versions of the global template to address local regulatory compliance requirements



SOLUTIONS

- ▶ Infosys BPM implemented onshore-offshore delivery model and staffed specialized contract lawyers with EPC background.
- ▶ Infosys BPM's team reviewed client's executed legacy contract templates for legal, business and financial risk.
- ▶ Performed deviation analysis to compare the provisions to global and industry standards.
- ▶ Infosys BPM team consulted with global and local law firms, government authorities, industry experts and IACCM, etc., as was required.
- ▶ The team created 2 master global agreements and 7 contract templates for client's legal and business approval.
- ▶ Reviewed and compared various industry standard EPC templates including FIDIC.
- ▶ Created EPC pro forma templates that included performance guarantee.
- ▶ Post standardization, team documented observations for vendor push backs, analyzed associated risks, cycle time, and acceptability of various positions and proposed fallback clauses for each standard clause in the global templates (playbook).
- ▶ Approval matrix was incorporated within the playbooks.

BENEFITS

- ▶ Org-level global standardization and uniformity of processes
- ▶ Standardization of playbooks and templates with agreed milestones
- ▶ Significant reduction in contract execution/close-out
- ▶ Effective risk management & contract negotiation
- ▶ Reduced workload on business, finance, legal teams. Additional consulting provided on contract management process through demos, cross training
- ▶ Regular consultation and onsite meetings on extent of fallbacks and acceptance criteria
- ▶ Impact assessment highlighting of each fallback on the client's business and existing policy
- ▶ Template-assisted execution of EPC contracting in alignment with local regulatory authorities
- ▶ Approval matrix setup for fallback positions



Global Standardization & Uniformity



Significant Reduction in Contract Close-Outs



Template-Assisted, Compliant EPC Contracting

For more information, contact infosysbpm@infosys.com

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