

Search

Business solutions
- money transfer
- net banking
- strategic planning
- salaries
- video conferencing
- e-mail, file
- database working

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Entertainment
- films
- music
- games
- e-books
- video

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Internet
- utilities
- health
- security
- accessibility
- support
- data
- applications

7

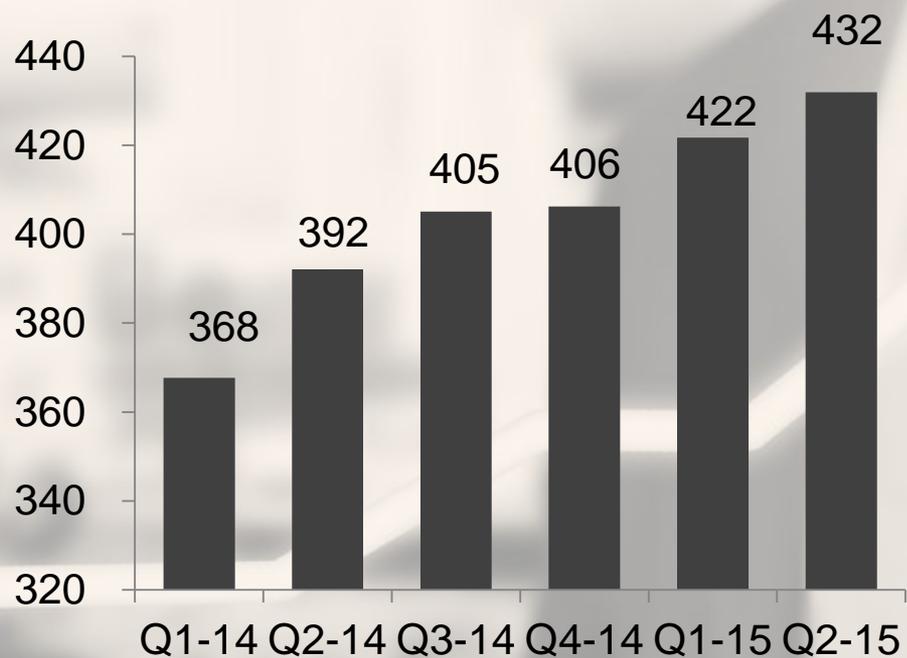
ENTERPRISE BUSINESS

Manoj Chugh

Continuing to Deliver Results

Revenue Trend

\$ Million



H1 growth 12.4%

Growing Momentum



COVERAGE

- New Logos
- Markets
- Better Mining



LARGE DEALS

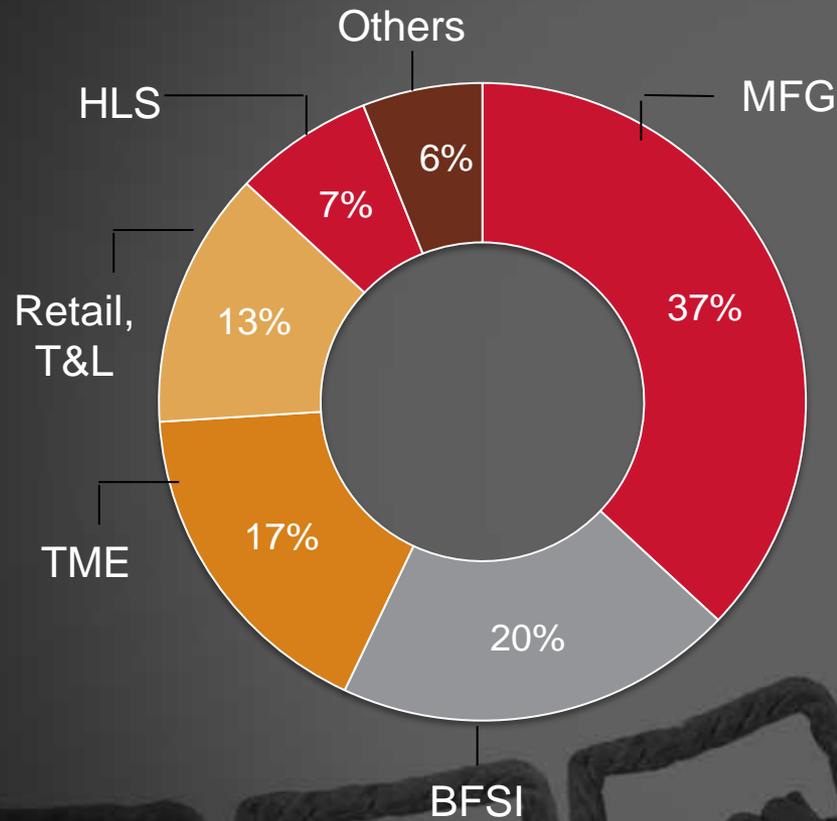
- Increased TCV
- Wins in N. America



LEVERAGING TELECOM

- Deal Wins
- Improved Pipeline

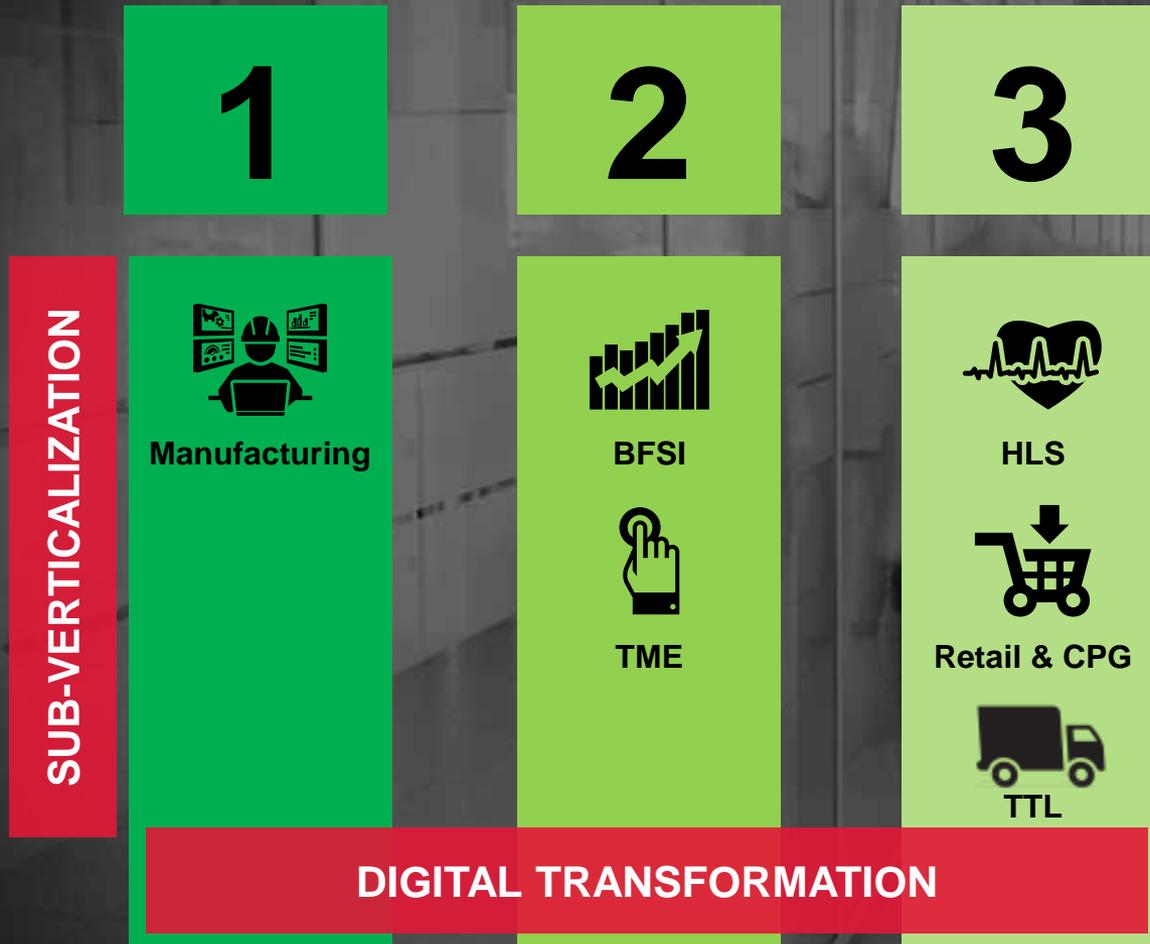
Verticals Mix



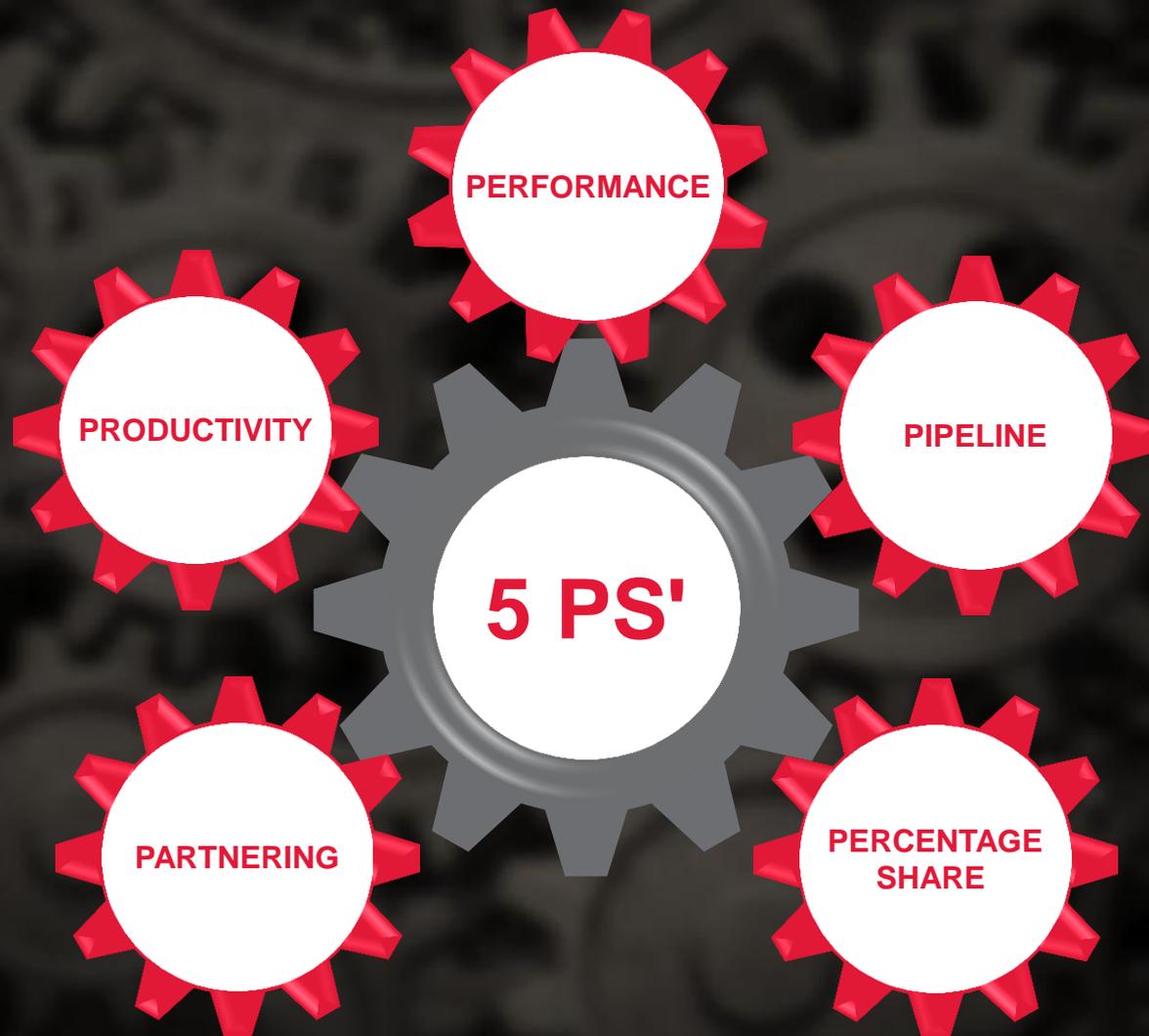
- MFG led by large deals & domain focus
- BFSI led by large deals, new business & platforms
- HLS led by marquee new logos

Enterprise 1-2-3

- Major Vertical
- Strategic Vertical
- Emerging Verticals



Execution Framework - 5 Ps'



Case Study 1

Specialty Insurance Player

- Co-development of Policy Administration system
- Cloud-ready
- IP with TechM
- Taking the platform to market

Case Study 2

Major Aerospace and Transportation Company

- Strategic Partner
- Deep understanding of customer business and complexity (18 BU's and 6 product lines)
- Standardization of Engineering Design and Manufacturing for the customer

Testimonial 3

Global Specialty Chemical Supplier

- Divestiture play
- End-to-end play: Infra / Applications
- Hybrid cloud
- Analytics / Mobility
- Networks capability
- Leveraging communication ecosystem

Thank you

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