

CONNECTED FUTURE OF EVERYTHING

#UnlockExperiences





AGENDA

Being Ready for
CONNECTED FUTURE with

- Technology
- Ecosystem
- Structure

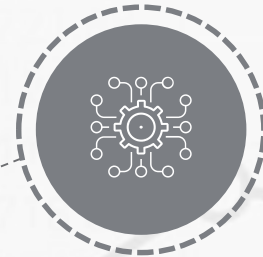
FUTURE TRENDS



Data traffic is continuously on the rise **(49% CAGR)** and is leading to increased CapEx and OpEx for CSPs



By 2018, **90% OF I&O ORGANIZATIONS** attempting to use DevOps without specifically addressing their cultural foundations will fail.



With close to **20 BILLION CONNECTED DEVICES BY 2020**, IoT technology service spending alone is expected to grow at **17% CAGR** in the next five years to reach **\$143 BILLION.**



By 2020, **100 MILLION CONSUMERS** will shop in augmented reality.

OUR TECH BETS..



A person stands on a rocky mountain peak, holding a smartphone. A drone is flying nearby. A network diagram with white nodes and lines is overlaid on the scene, with red concentric circles around the drone, the person's phone, and a central point. The background features jagged, snow-capped mountain peaks under a cloudy sky.

CONNECTING THE WORLD WITH NETWORKS OF THE FUTURE

- Over 3 decades experience
- Working with 360+ accounts
- 70+ countries worldwide

KEY INVESTMENTS

VNF EXCHANGE

- Set up in November 2016
- Collaboration with **45 New Age and Mainstream technology providers**

ONAP

Tech Mahindra is a Founding Platinum member for Open Network Automation Platform

CLOUD CPE


Cloud based customer premise equipment solution

- Unified way of delivering services .Enables self-service and healthcare
- Predicts future needs & simplifies planning.

MEC

Mobile Edge Computing

Tech Mahindra, in partnership with Saguna, offers MEC integration services

A man in a dark suit stands with his back to the camera, looking out over a futuristic cityscape. The city features a prominent, tall, tree-like structure with a lattice-like trunk and a circular top. To the left, there are dense, multi-story buildings. The scene is overlaid with a network of white lines and red circular markers, representing an Internet of Things (IoT) network. The sky is a mix of grey and light blue, suggesting a hazy or overcast day. The overall aesthetic is high-tech and visionary.

DESIGNING EXPERIENCES WITH INTERNET OF THINGS

Featured as **IoT Thought
Leader** by Analysts
Zinnov, HfS , Nelson Hall and
others

OFFERINGS & INVESTMENTS



10,000+ IoT Aware Associates
150+ IoT Enabled Sales



100+ Projects
experience



30+ Solutions
offerings

‘Shorter time to market’ by simulating client’s factory scenarios at a lab & taking it back to factory for implementation



IoT lab, Munich , Co-Innovation with IBM



Factory of Future Lab, Bangalore



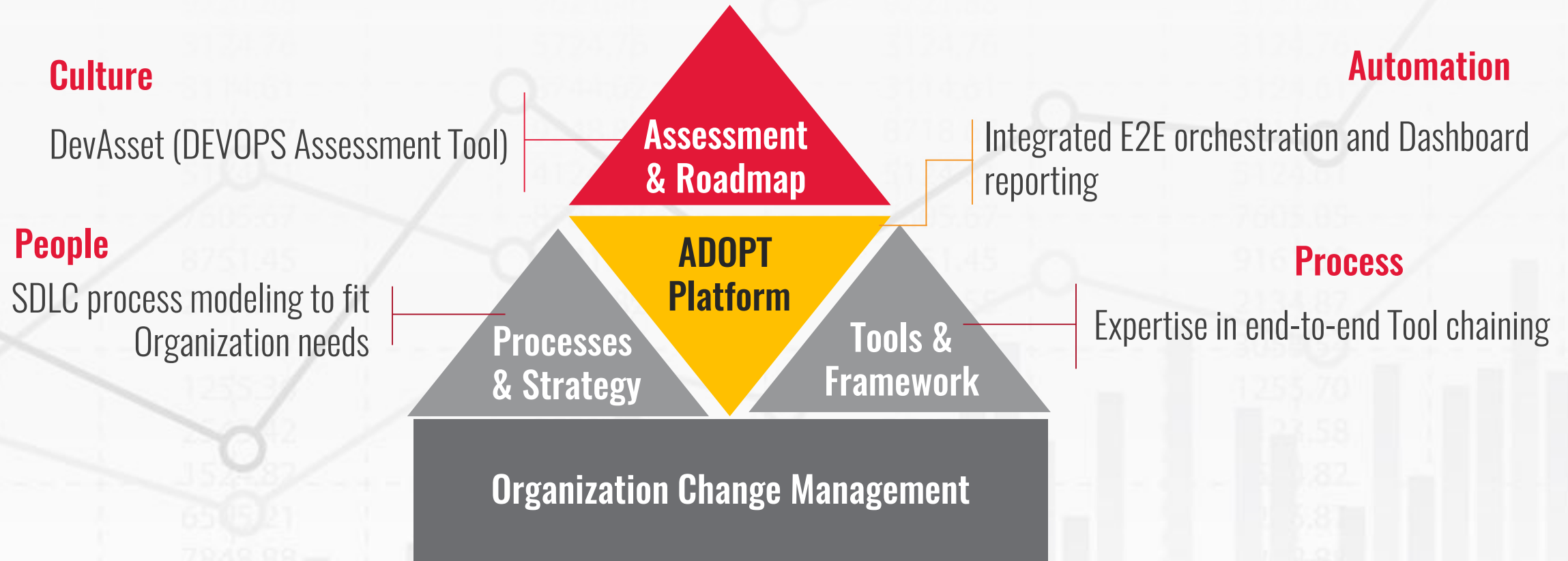
MaGIC Lab, Chennai
IoT Innovation lab - Manufacturing

DRIVING BUSINESS VELOCITY WITH DEVOPS



TRANSFORMATION AT THE PACE OF DISRUPTION?

THE ANSWER IS DEVOPS



Delivered through **Application Delivery Optimization PlaTform (ADOPT)**

KEY INVESTMENTS

DEVOPS METHODOLOGY

- A transformation methodology
- Helps clients assess their DevOps maturity across different areas & develop a plan to improve it

TRAINING

- Tech Mahindra's D3OP training curriculum provides over 200 person days of customized training across executives and developers
- Helps create new mindset, and technology agnostic skills

FRAMEWORK

- Tech Mahindra's FAST framework
- Provides an overall approach to organize a 'fixed team' based organization aligned to a product/capability rather than by projects

LAB

- A DevOps lab that enables POCs to be done rapidly and at low cost

DELIVERING AT THE SPEED OF CHANGE BY UNLOCKING THE POTENTIAL OF AI AND AUTOMATION

AQT is our Automation framework to continuously increase Business Efficiency (faster, cheaper, better) for our stakeholders through Intelligent Automation and Automation Thinking



Digital Workforce and Cognitive Operations
Powered by RPA and AI

Reimagined IT and Business Processes through RPA, Virtual Assistants, NLP,
Machine Learning, Neural Networks, Autonomics

KEY INVESTMENTS

AUTOMATION PLATFORMS

- In-house developed automation platforms
- Affordable solutions in areas of Business and IT/NW Operations, DevOps, Testing, RPA, Virtual assistants, powered by AI.
- Investment in Acumos platform for making AI apps reusable and easily accessible to developers

AQT LABS

- Dedicated Labs on IBM Watson, Microsoft Cognitive Services, Avaamo and various RPA products

AUTOMATION THINKING

- Driving the culture of Automation and Skill transformation by investing in training and certification of key RPA and AI technologies.



CREATING CONVERGENT CUSTOMER EXPERIENCES

- **Bio & Pininfarina:** complete CX spectrum
- CX product expertise in **35 + products**

THE CX CONTINUUM

Strategy & Consulting

Technology & Operations

Content / Data

Research, Insights, Analytics

Analytics, Security

Brand / Marketing
strategy

Business Model
and Process
Changes

Physical + Digital
Experience Design

Immersive tech, CRM and
CX tech, platforms,
channels

Contextual
Promotions & Sales

Media &
Content

Business
strategy

Digital revamp
Strategy

Intelligent Business &
Tech Ops

Data

Tech
Mahindra

BIO

BIO



pininfarina

Tech
Mahindra

Mahindra
COMVIVA

Tech M present

Tech M delivering
with Partners

KEY INVESTMENTS

BIO Hive TM

Shaping business solutions alongside senior executives

LABS

"Maker Labs" across 5 new locations- infrastructure in robotics, latest UI tools, design thinking capabilities in people investments

CXF

End to end framework for omni-channel customer experience

PRODUCT / INDUSTRIAL DESIGN

- Design identity for organizations.
- Product design methodology

TECHM NXT- BRINGING IN EXTERNAL DISRUPTION FOR RELEVANCE

Curate & Partner with start-ups to solve customer problems



Scalable Structure. Multiple Engagements

- Board positions
- Service carve-outs
- Strategic partnerships
- Leverage Mahindra Ventures

ValleyScapes

Discovery workshops with customers to identify new business goals and present solutions by TechM & start-ups.

Sample Customers engaged

- World's largest Tier-1 aero structures' manufacturer
- Tier-1 Bank in India



THANK YOU

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AD

ANALYST DAY

December 8, 2017

#unlockexperiences
for a **CONNECTED** Future