INTELLIGENCE WITHIN... ❯❯ RAJESH CHANDIRAMANI

Tech
Mahindra

CREATING "DATA DRIVEN & AI FIRST" ENTERPRISES

ID INVESTOR DAY

D&A CUSTOMER HIGHLIGHTS

35+
Fortune 500

Top 2
CSPs in
US/ UK

4 of
Top 10
Automotive

4 of
Top 10
Pharma

3 of
Top 5
Chemical
MFG

Revenues FY'20
$800 mn+

Associates
10,000+

Global Customers
300+

Presence in
50+ Countries

40+
INDUSTRY
SOLUTIONS

20+
STRATEGIC
ALLIANCES

50+
TECHNOLOGIES

CONSULTING ❯ DATA MANAGEMENT ❯ BIG DATA ❯ DATA SCIENCE ❯ VISUALIZATION ❯ PLATFORMS
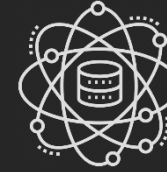
MARKET TRENDS

Cloud Is a Given

- By 2022, public cloud services will be essential for 90% of data and analytics innovation.
- By 2023, cloud-based AI will increase 5x from 2019 making AI one of the top workload categories in the cloud.

Data and Analytics Worlds Collide

- By 2023, 95% of Fortune 500 companies will have converged analytics governance into broader data and analytics governance initiatives.
- By 2022, 40% of machine learning model development and scoring will be done in products that do not have machine learning as their primary goal.

Smarter, Faster, More Responsible AI

- By the end of 2024, 75% of enterprises will shift from piloting to operationalizing AI, driving 5X increase in streaming data and analytics infrastructures.

X Analytics

- By 2025, AI for video, audio, vibration, text, emotion & other content analytics will trigger major innovations & transformations in 75% of Fortune 500 companies.

D&A + AI GROWTH STRATEGY

LEVERAGE

Expand D&A + AI footprint across 1000+ accounts of Tech Mahindra

ENHANCE
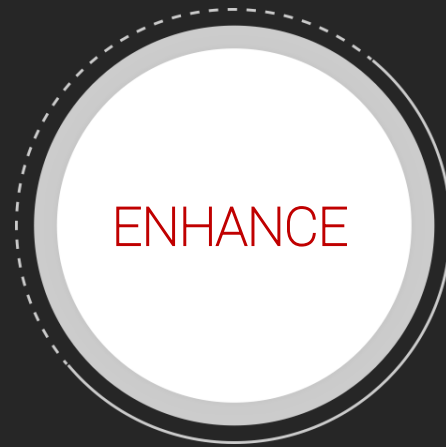
Focus in to growth geographies and growth verticals

COLLABORATE

Co-innovation with partners /customers / Startups

INNOVATE

Data Science Community and Global AI Labs

4

LEVERAGING OUR IPS ACROSS THE DATA AND AI VALUE CHAIN

Data Integration

BI & Data Visualization

Prescriptive Analytics & Simulation

Data Acquisition

Data Aggregation

Predictive Modeling & Machine Learning

Enabling Actionable Insight & Data Monetization
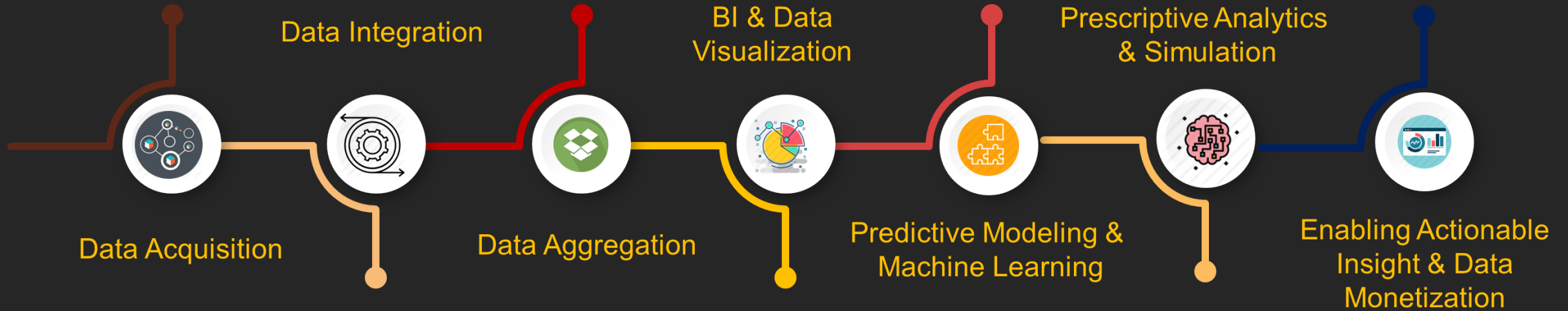
Tech Mahindra IPs Across the Data and AI Value Chain

UDMF

iDecisions®

SeeR
Tech Mahindra - BPS

sayint™

InfoWise™
Digital RunOps Specialist

TACTiX
Tech Mahindra Actionable Intelligence Expert

entellio
Enterprise Intelligence Input/Output

Tech Mahindra
GAiA
Powered by Acumos

Tech Mahindra is a Premier Member of Linux Foundation AI Project

EXAMPLE OF A LEADING DIGITAL BANK'S AI LED TRANSFORMATION:

~80% OF SPEND ON AI DECISION LAYER
AND CORE DATA
AND TECHNOLOGY LAYER

% spend distribution

AI BANK OF THE FUTURE

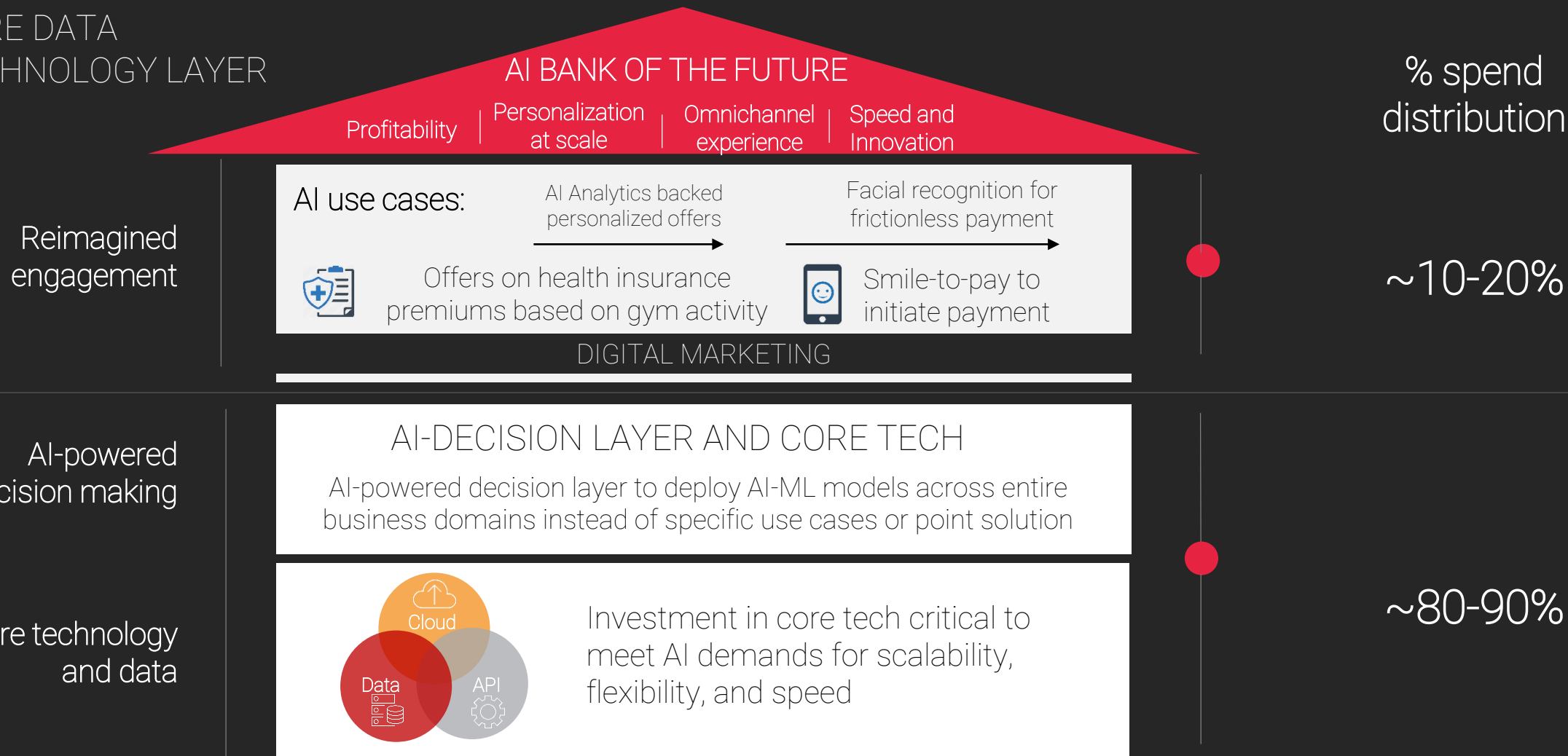| Profitability | Personalization at scale | Omnichannel experience | Speed and Innovation |

Reimagined engagement

AI use cases:

AI Analytics backed personalized offers →

Facial recognition for frictionless payment →

Offers on health insurance premiums based on gym activity

Smile-to-pay to initiate payment

DIGITAL MARKETING

~10-20%

AI-powered decision making

AI-DECISION LAYER AND CORE TECH

AI-powered decision layer to deploy AI-ML models across entire business domains instead of specific use cases or point solution

Core technology and data

Cloud

Data

API

Investment in core tech critical to meet AI demands for scalability, flexibility, and speed

~80-90%

WE HAVE DELIVERED 100+ AI USE CASES ACROSS ENTERPRISES »

Some of our top use cases:

Reconciliation of Telco pole inventory using Computer vision	AI powered Vendor Selection to automate Procurement process	Cognitive Signature Detection and Verification	AI Platform for implementing Fraud and customer 360 use-cases	Truck roll reduction using Auto-machine learning and Deep learning
Multinational Telco major based in UK	US based Tier 1 Aircraft Manufacturer	American multinational investment bank	Large Bank based in Canada	Telecom Major in Australia
Cognitive Component Assembly Inspection for Blood transfusion Equipment	Intelligent network operations with AIOps and NOC Automation	Automation of Menu capture and operations using Computer Vision/OCR	Digital Freight Matching and optimization engine using AI/ML	Virtual Agent for patient engagement towards Antibiotic usage
Medical Devices major in Japan	Large German communication provider	Online food ordering and delivery major	US Headquartered Logistics provider	Global Pharma Major based in UK

BIG BETS : Enabling "Data Driven and AI First" Enterprises

DATA & ANALYTICS

Data Value Management	Data on Cloud	Data Monetisation
MARKET: $120 bn by 2025 (@ 9.5% CAGR)	$800 bn by 2025 (@17.5% CAGR)	$6.1 bn by 2025 (@21.54% CAGR)

AI

Advanced Analytics	Cognitive Services	Conversational AI
MARKET: $60 bn by 2027 (@25.3% CAGR)	$11 bn by 2022 (@42.1% CAGR)	$14 bn by 2025 (@21.9% CAGR)

BIG BETS ARE BEING ENABLED BY OUR PARTNER 360⁰ PROGRAM

GLOBAL ALLIANCES »

snowflake	IBM	Microsoft	TIBCO
aws	cloudera	MicroStrategy	SAP
Azure	ORACLE	informatica	SAS
Google Cloud	mongoDB	denodo	… and more

STARTUP ECOSYSTEM »

H₂O.ai	databricks	K2 VIEW	Couchbase
BRIDGEi2i	iCube	Infoworks	tableau
ZS	fractal	DATA KITCHEN	DataRobot
alteryx	VOLTDB	memSQL	… and more

….Sample list….

LEADING TELECOM COMPANY IN EUROPE
DIGITAL TRANSFORMATION
With Multi Cloud Architecture (MS + Oracle)

LEADING GENERAL INSURANCE COMPANY IN APJ
END TO END BI TRANSFORMATION

VALUE DELIVERED

- CoE Set up for Data & Analytics
- Agile System
- Single View of Customer
- Double the NPS and Customer Base
- Smart AI based Decision Making

ENGAGEMENT HIGHLIGHTS

- Extend existing Data lake in to a central Data Warehousing technology on cloud
- Partnered with Azure Analytics platform
- Deploying TechM Platform & IPs along with Azure Analytics Platform (GAiA, Infowise, iDecisions and NAD)

ENGAGEMENT HIGHLIGHTS

- Consolidating Bussiness Intelligence across all of customer businessess (GI, Life, Corporate and Bank)
- Development of a new Data Lake and replacing the legacy Data Warehouse Applications
- Build an offshore data CoE to improve Data quality & productivity for client

VALUE DELIVERED

- 50% Reduction in Incident Resolution Cost
- 75% Reduction in Open Incidents resolution time
- 98% On time availability of critical applications
- Single Customer View across all business
- 60+ Projects of Agile delivery

BANK IN APJ

HIGH TECH COMPANY IN USA

DIGITAL TRANSFORMATION
With Cloud Architecture (AWS)

Oracle to Snowflake DWH Migration

INVESTOR DAY

VALUE DELIVERED

- Streamlined ingestion process pattern wise

- Availability of system wide metadata

- Batch & streaming data processing solution

- Enterprise Data Consolidation & Integration

- Single source of truth across the enterprise

ENGAGEMENT HIGHLIGHTS

- Build an enterprise data Lake that will consolidate data from all the Bank's Assets.

- Partnered with AWS for Data Ingestion & Data Curation

- Implemented Data Governance and Security Controls leveraging TechM IPs (GAiA and Infowise)

ENGAGEMENT HIGHLIGHTS

- Migration of large volumes of data from legacy to Snowflake cloud data warehousing technology.

- Partnered with Snowflake

- Deployed TechM Platforms and IPs along with Snowflake (GAiA, UDMF and NAD)

VALUE DELIVERED

- Used TechM IPs to integrate data from various sources.

- Performance time improvement in large data processing

- Improved system performance and cost performances