

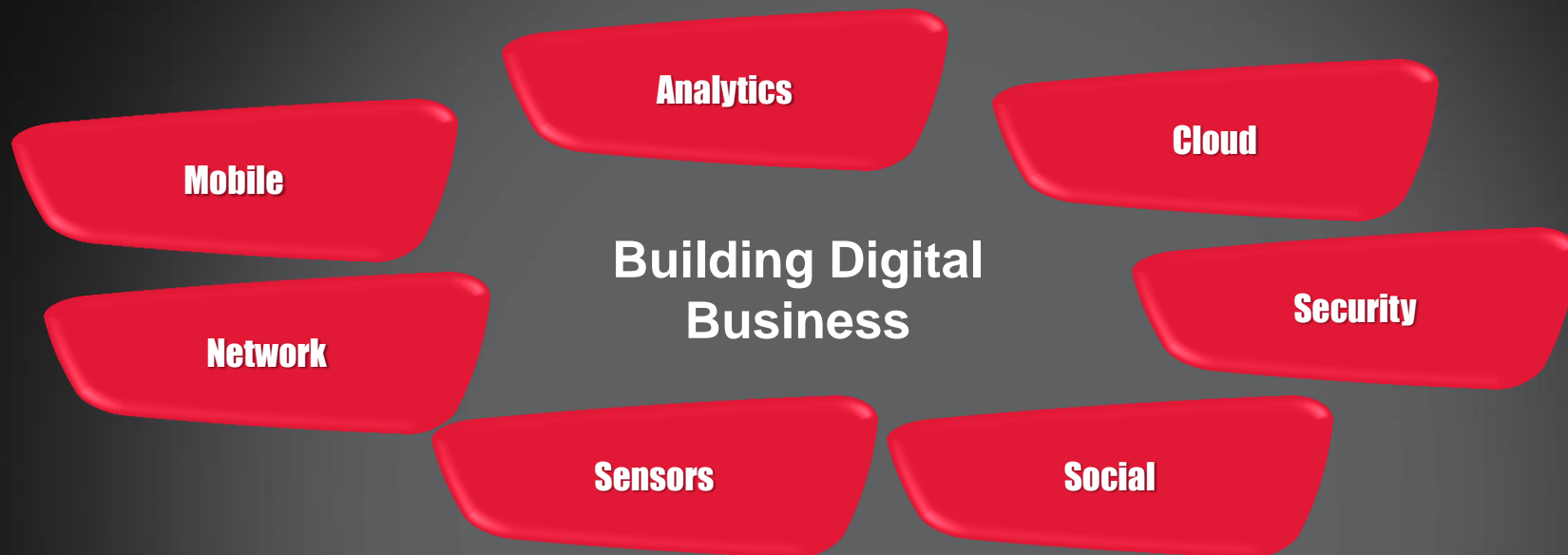


**Tech
Mahindra**

Tech Mahindra Digital Enterprise Services

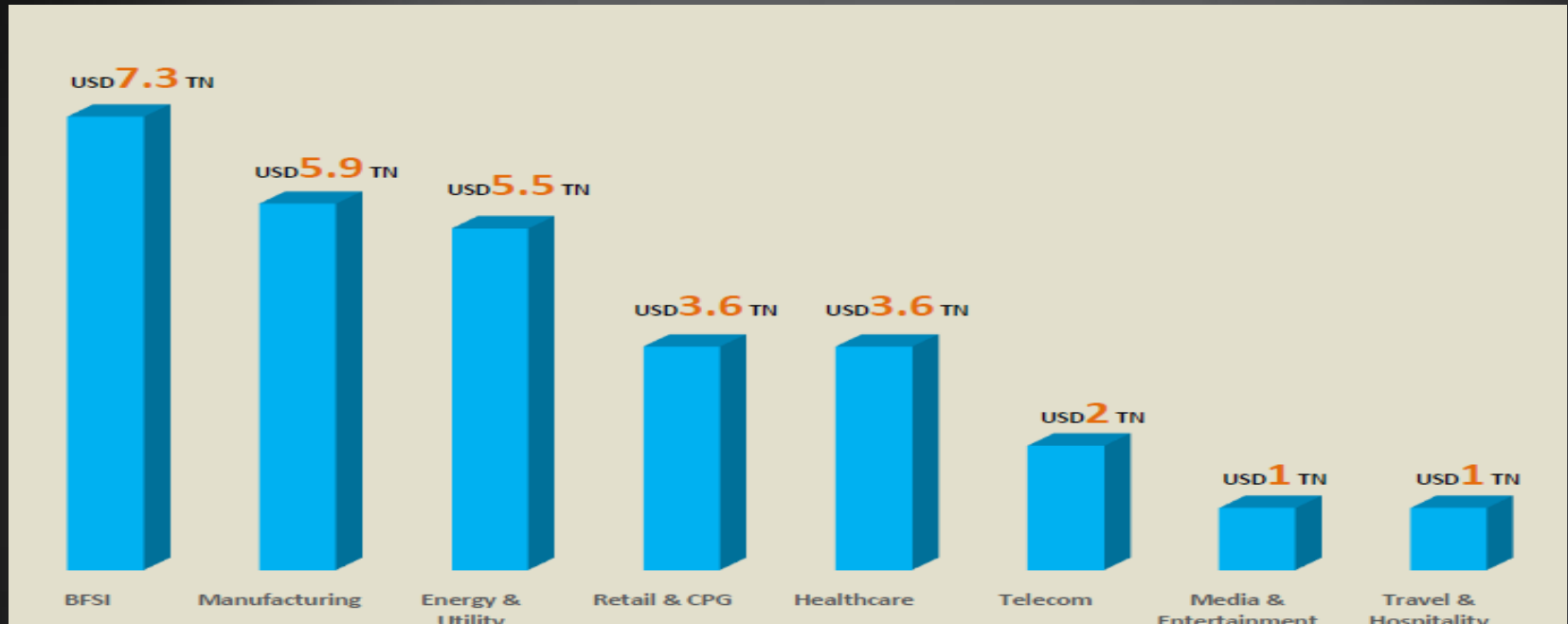
Financial Analyst Meet – 10th Nov 2014

Digital Enterprise Solutions – Our Vision



***“We help our customers to become
Future Proof & Future Ready by
transforming them to Digital Enterprises”***

Digitization will disrupt these 8 industries to the tune of **\$30 Trillion by 2020**



***“465 Corporates moved out of Forbes 2000, from 2011 – 13
550 companies expected to move out by 2015”***

Enterprises Can't Ignore investing on Digitization

Market Scenario: What we see of the Market



Device Centric – 40% of the overall market – revolves around M2M/IoT based solutions – prevalent in Mfg, Telecom, HLS...



Apps Centric – 40% of the overall DES market – prevalent in BFSI, Retail...



Hybrid – a hybrid of device & apps centric – 20% of overall DES market – slated for maximum growth

DES Service Offerings

CONSULTING LED

1

Digital Enterprise
Transformation Roadmap

2

Digital Business
Process Transformation

3

TechM Horizon Digital
Architecture

PLATFORM LED

Unified Channel
Experience platform
(**UCX™**) for banking

Integrated Retail
Customer Experience
platform (**RCX™**)

Integrated Digital Health
management platform

Integrated Smart Energy
management platform

Integrated Logistics &
Supply chain
management platform

Integrated Vehicle
Navigation and
Infotainment platform

SMAC LED

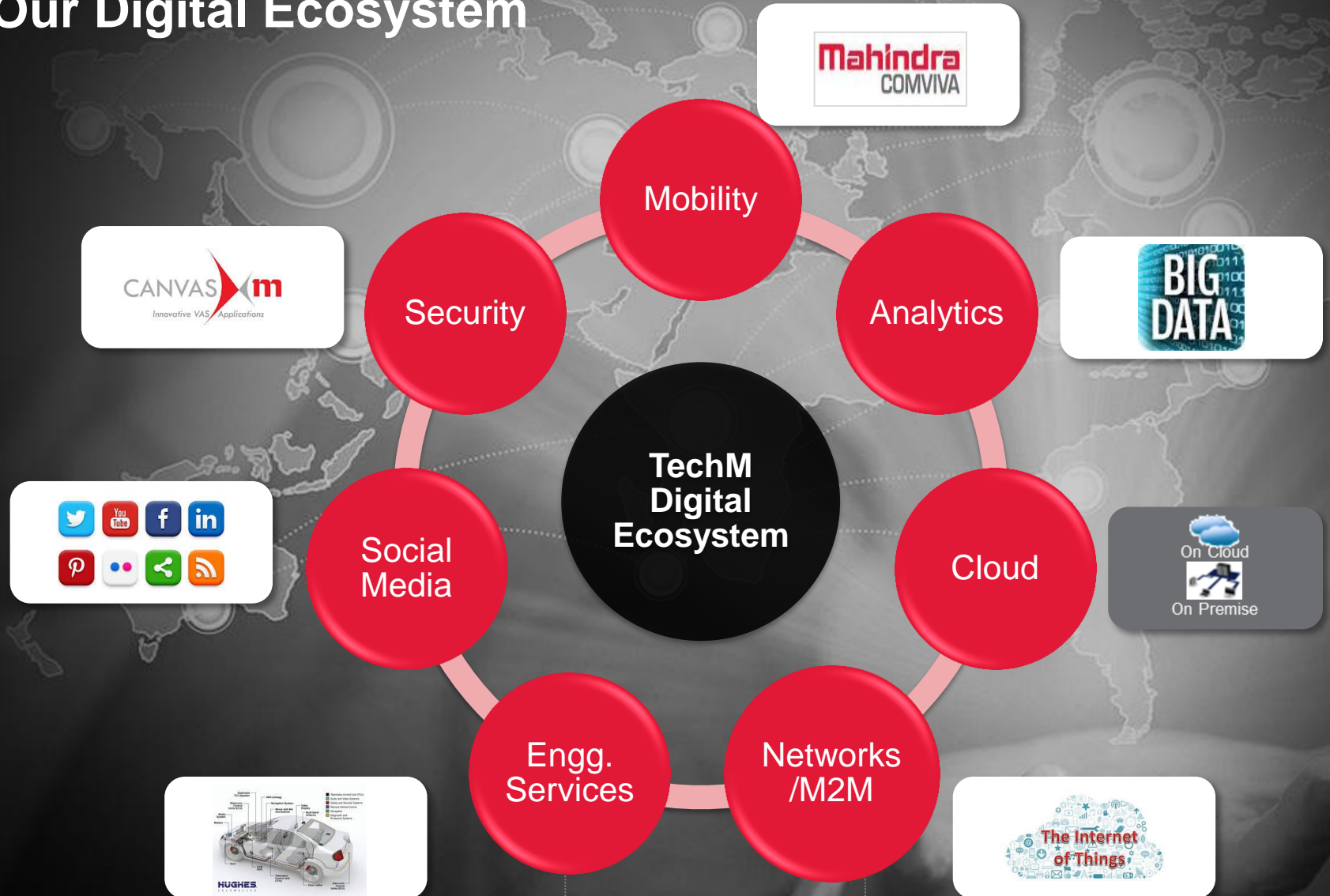
SMART
HEALTH

SMART
UTILITIES

SMART
BANKING

SMART
TRANSPORT

Our Digital Ecosystem



Digital Enterprise Solutions – Differentiators

VERTICAL FOCUS



- Manufacturing
- Retail, CPG & Logistics
- HLS
- Energy & Utilities

STRONG PARTNER ECOSYSTEM



- Partnerships with all major product companies in every area

STRONG TELECOM FOOTPRINT



- JGTM with Telcos
- Strong Networks/Infra capabilities
- M2M/IoT

ENTERPRISE SOLUTIONS



- Mobility
- Analytics
- Cloud

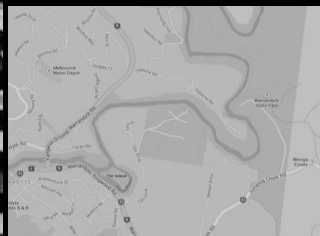
OUR SMART CITY SUITE



**SMART
HEALTHCARE**



SMART FLEET



**SMART RIVER
MONITORING**



**SMART SCHOOL
TRANSPORT**



**SMART
STREETLIGHT**



SMART BIN

OUR SMART CITY ENGAGEMENTS



DUBAI

*MoU Signed with the Dubai
Economic
Council (DEC)*



MELBOURNE

*JGTM Agreement with the largest
Telco in Australia signed*



MILTON KEYNES

*Engagement initiated with MK
Council, Open Univ & BT*



INDIA

*2 Smart Cities being developed
(Mahindra World City) from scratch
in Rajasthan & Tamil Nadu*

Vertical Focus

Smart Healthcare

- ✓ No. of Emergencies attended/ day: 24,000+
- ✓ Time taken to pick a call: Within 3 rings (SLA)
- ✓ Ambulance Dispatch Time: 3 minutes
- ✓ Average time taken to reach site: 20 minutes
- ✓ Total no. of lives saved since 2005: 9,94,000 +



RPM



HEALTHCARE MOBILITY



TELEMEDICINE



EMERGENCY MGMT.

Tech Mahindra has been rated amongst the **top 20 most promising healthcare solution providers** by CIO Review Magazine

Vertical Focus

Smart Utilities



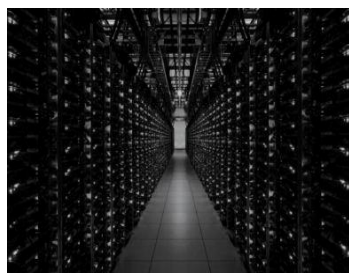
**CELL TOWER
MONITORING**



**BUILDING ENERGY
MANAGEMENT**



**AUTOMATED METER
READING**



**DATA CENTER
MONITORING**

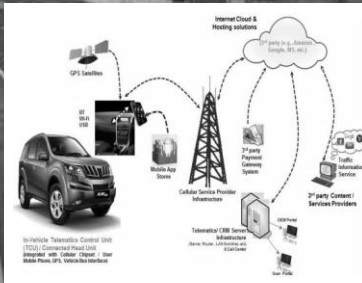
✓ Monitoring 25,000 + assets covering 3Mn sq.ft of space for energy management and still counting...

Tech Mahindra is an **esteemed Member of Government of India's "Smart Grid Task Force"** responsible for accelerating the adoption and deployment of Smart Grid technologies in India

Vertical Focus Smart Fleet

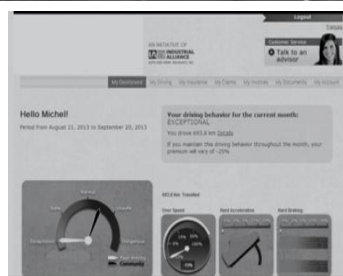


FARM TO FORK



CONNECTED CARS

- ✓ Indigenous Communication Engine capable of handling 5000 vehicles at 1KBps
- ✓ Reporting engine generates 32 different types of reports
- ✓ Handles 135 different level of vehicle alerts



**USAGE BASED
INSURANCE**



**READY MIX CONCRETE
TRACKING**

India's first **"Connected" Electric Car** the **"Mahindra e2o"** was launched by **Mahindra Reva** in 2013 and has been awarded the **"Green Car of the Year-2013"** award by NDTV

Vertical Focus Smart Banking

Seamless Banking
Experience across
Channels

Mobile Payments



Biometric
Payments



OMNI Channel Banking
Services



Multi Factor Delivery
Channels

Anytime Anywhere Banking



Multi POS Banking

IDEP (Intelligent Digital
Experience Platform)



Banking Customer Single
View

Digital Banking Strategy



Consulting led
transformation Engagement

Thank you

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