



HEXAWARE



Infrastructure Management Services

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Discontinuity # 1: Run the Business Revenues under siege

Cost of Bandwidth



Over the past 10 years

40X

Cost of Processing



Over the past 10 years

60X

Cost of Storage



Over the past 10 years

80X

Cost of Operations



Over the
next 5 years

10X

* Goldman Sachs Data

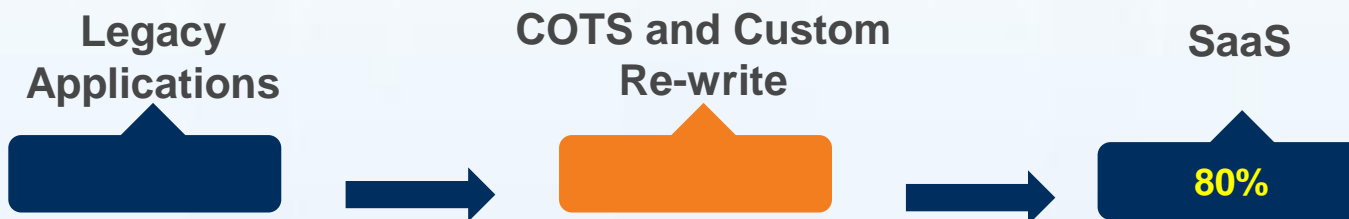


Discontinuity # 2:

Cloud & Technology disrupting need for Run the Business

Workload in 3 Years

APPLICATION



Proprietary Platforms : Mainframe/ iSeries/ Unix

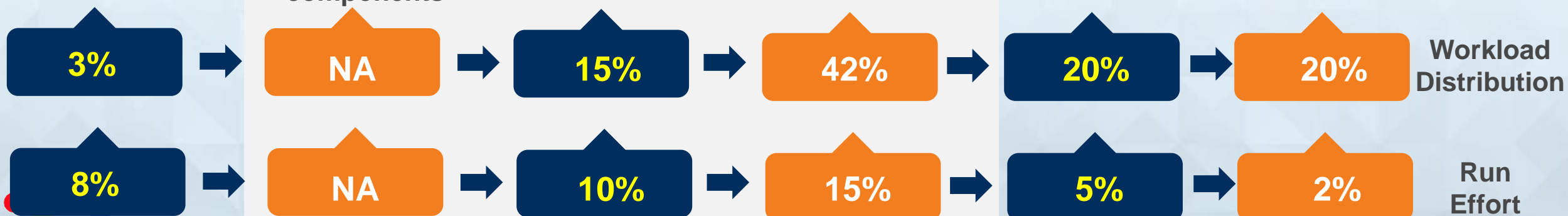
Virtualized x 86 delivered via discrete Infra components

Converged Infrastructure

Hyper-converged Infrastructure

IaaS/PaaS

SaaS



Private Cloud/SDX

Discontinuity # 3:

Shift from a people to automation centric delivery model

IT OPERATIONS WILL MIMIC THE AUTO INDUSTRY

MANUAL CARS



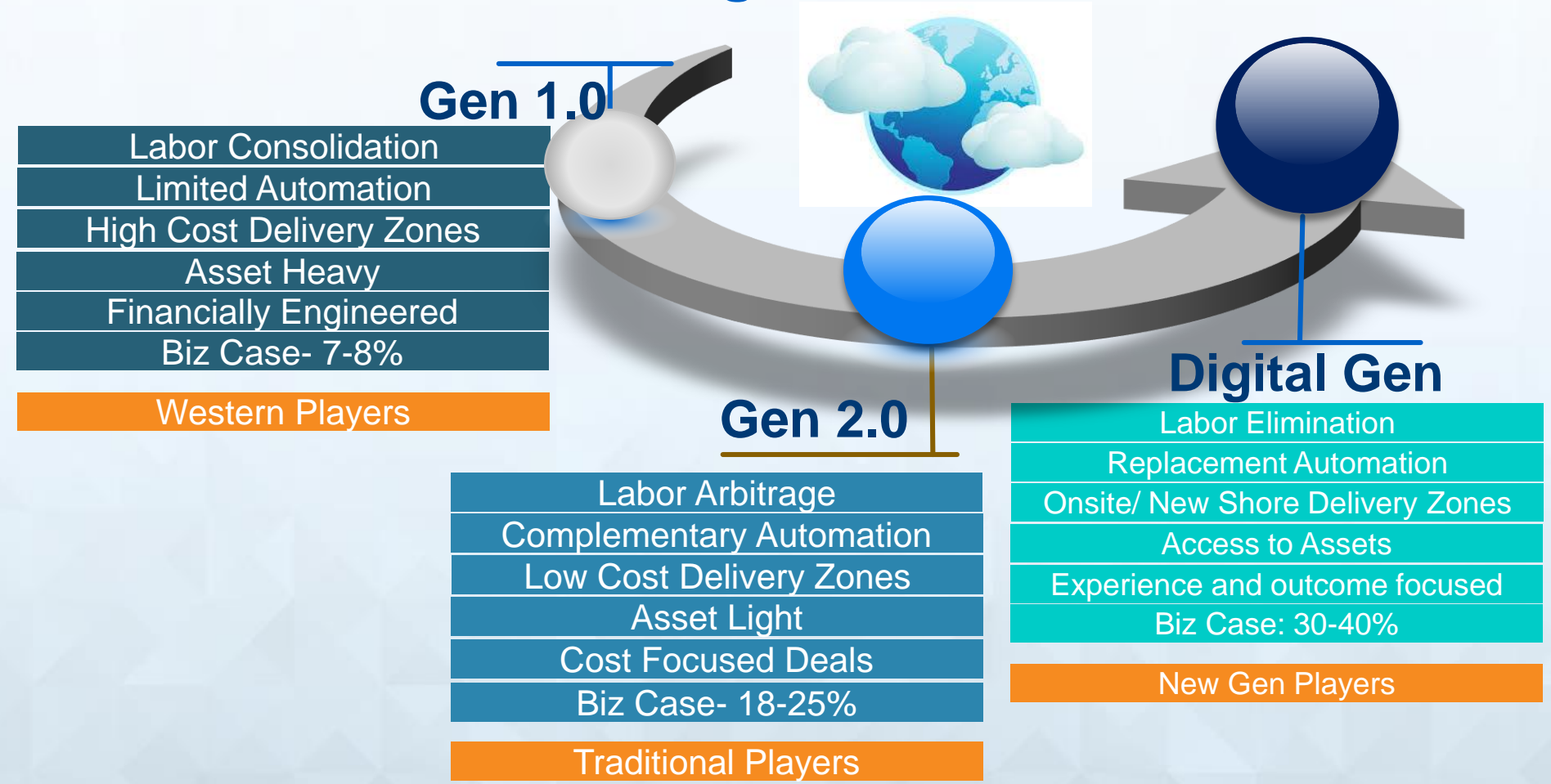
AUTONOMOUS CARS



SEMI-AUTONOMOUS CARS

Infrastructure Management: The next shift

We are going to see a new wave of “land grab” – new set of winners



● **Fundamentals of the business significantly change every 10 years or so...**

IMS Focus on Go to Market

Next Gen Managed Services



Target Segment : Sub \$ 10 Bn
Global Enterprises

Deal Size : \$ 10 - \$25 Mn TCV

Type of Account : Mostly Gen 2.0
deal renewals but in some cases
First Time outsourcers

Focus on clients experiencing the
“watermelon” effect or create
awareness of the watermelon
effect.

Driven by RAISE IT , greater
acceptance relative to proprietary
platforms

Cloud Adoption and Migration



Target Segment : Global 1000
Enterprises

Average Deal Size : \$ 100k - \$ 2 Mn

Type of Account : Born in the
Cloud customers, Customers that
are already in the cloud and are
facing adoption challenges , First
Time Cloud users.

Focus on the cloud lifecycle
journey and leveraging extreme
automation in all phases of the
journey.

Driven by CLOUDSWIFT

Automation as a Service



Target Segment : Global 250
Enterprises

Average Deal Size : Pay as u go
(fully outcome/consumption driven)

Type of Account : Insourced
Operations or customers dealing
with Gen 2.0 contracts that are not at
renewal but are keen to get on the
automation bandwagon in a de-
risked fashion.

Very POC driven sales process, the
risk is on the service provider to
drive adoption.

Some key numbers

10.4%

Incremental Revenue
Contribution (CY 16 v/s
CY 15)

1.2X

Demand Pipeline at
the same time last
year up by

90%

Revenue CQGR

(10 Quarters from Q1 15)

70%

Average ACV on
Annuity Deals
increased by

2X

TCV Booking increased
(CY 16 VS CY 15)

Some key numbers

45%

Material IMS Penetration
in
Category A accounts

5

Full fledged
automation proof points
by **Q3 '17**

60%

Of the incremental revenue
contribution from **Next-
Gen** Services

65%

Of the incremental
contribution from Annuity
and Fixed price

Customer Proof Points

Global 1000 Auction Services

Nature of Services : End to End
Managed Services
Customer Characteristic: Gen 2.0 ,
discovered Watermelon
Location/Coverage : Global
Industry : Professional Services
Deal Size (TCV): >\$10 Mn - < \$30 Mn
Incumbent: Traditional IoP
Competition: Mid Tier IoP

Leading General Insurance Payer in UK&I

Nature of Services : **Cloud Lifecycle
Management**
Customer Characteristic: Born Digital, Cloud First
Location/Coverage : UK
Industry : Insurance Services
Deal Size (TCV): >\$5 Mn - < \$10 Mn
Competition: Western Service Provider

Top 10 Global Airline

Nature of Services : Hybrid Cloud
Migration
Customer Characteristic: Gen 2.0,
Watermelon
Location/Coverage : Asia Pac
Industry : Airline
Deal Size (TCV): >\$10 Mn - < \$25 Mn
Incumbent : Western Service Provider
Competition: Western Service Providers

Leading Fitness Provider in the US

Nature of Services : **End to End
Managed Services**
Customer Characteristic: First Time
Outsourcer
Location/Coverage : North America
Industry : Healthcare
Deal Size (TCV): >\$5 Mn - < \$12 Mn
Competition: Traditional IoP

Top 5 Global Insurance Firm

Nature of Services : **Automation as a Service.**
Customer Characteristic: Gen 2.0 but seeking a new
automation partner.
Location/Coverage : Global
Industry : Insurance Services
Deal Size (TCV): Pay as u go
Incumbent: Western Service Provider
Competition: Sole Source

Investing in sustaining growth – key focus areas



Deeper Investment in key
competencies

- Cloud
- Automation



Grow and nurture
the **A+ Team** that
we have created



Continue to Invest in
Next Gen
offerings so as
to maintain
relevance in the
marketplace



Deepen the
culture of
Automation First



Innovative Services

Passionate Employees

Delighted Customers

Thank you

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