# Leveraging scale for growth

## MINECRAFT 2.0

- Maximize growth from Focus 100 accounts
- Minecraft accounts grew by 10% YoY in Q2
- 21% of the Minecraft Accounts incorporated AI in their operations

## ASPIRE

- Increase cross-sell & upsell – service line sales led
- ~15% increase in Cross Sell ratio from F100 Accounts
- 38% higher ratio compared to company average

## PROJECT EVEREST

- Proactively shape and close large deals
- 45+ Large Deals in the last 18 months

## PROJECT NEO

- Open and scale quality new logos
- 150+ New Logos in the last 18 months
- Over 20 new Logos opened with AI opportunities

# Large Deals
## (>$25M) Performance

Last 18 months

# Our
# Large Deal Wins
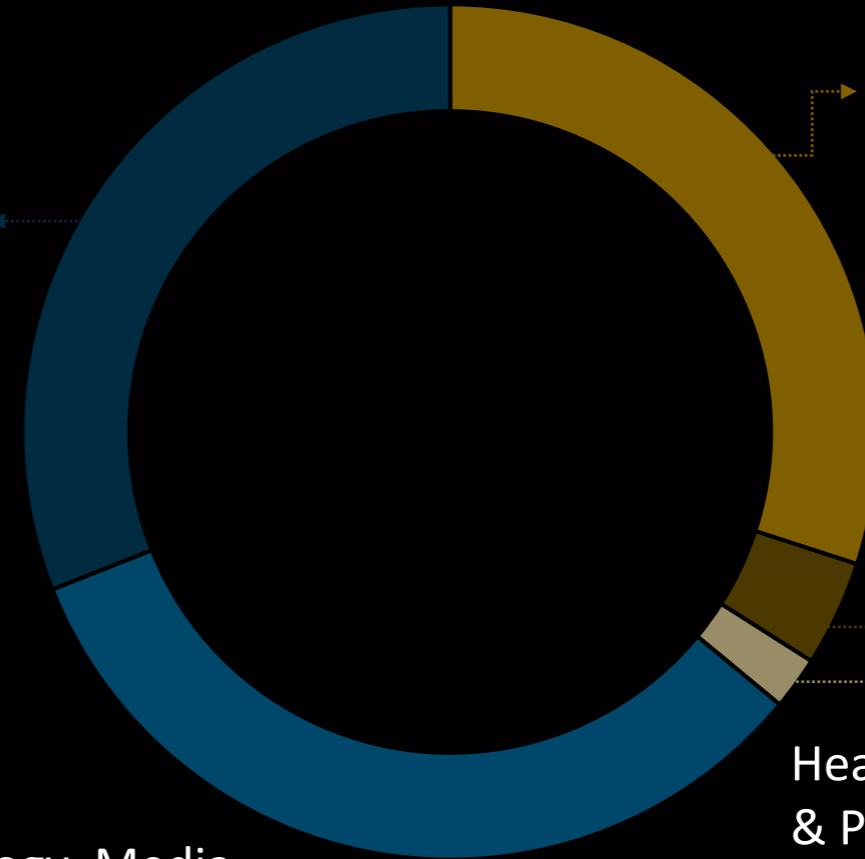
Large Deals
**45+**
In the last 18 months

TCV
**$2.0B+**
In the last 18 months

Banking,
Financial Services &
Insurance
**30%**

Manufacturing &
Resources
**33%**

Consumer
Business **4%**

Healthcare, Lifesciences
& Public Services
**2%**

Technology, Media
& Communications
**31%**

# Large Deals Pipeline

Total TCV
**$5B+**

$100M+ deals
**14 Deals, $1.9B**

$50M-100M deals
**21 Deals, $1.3B**

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Nature of the
**Large Deal
Pipeline**

Empanelment
**10%**

Transformation
**23%**

GCC
**2%**

Cost Optimization
**48%**

Vendor Consolidation
**17%**
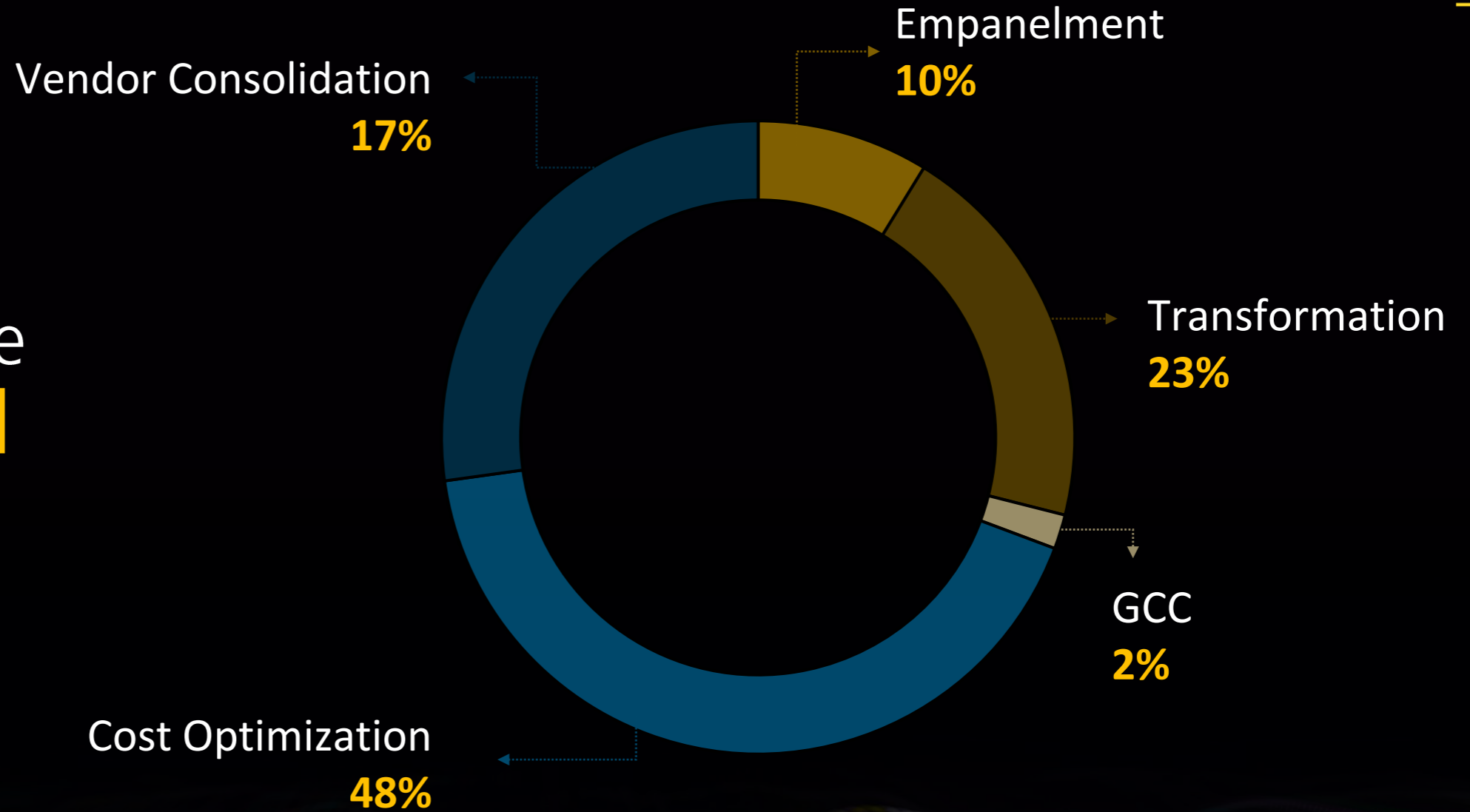
# Punching above weight in
## Key Verticals

# Banking, Financial Services & Insurance

# BFSI at Scale

**Global Banks**

50% of top 100

**US Custody Banks**

4 of top 5

**US Regional Banks**

14 of top 20

**US Asset Managers**

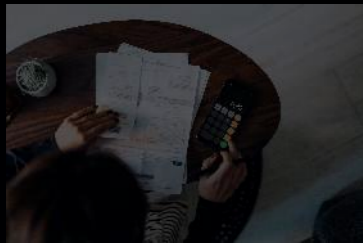4 of top 10

**Payments**

3 of top 10

**Data Provider**

3 of top 5

**Private Banks**

20 of top 50

**Development Banks**

3 of Top 5

**PaaS**

1T CAD AUM

**US P&C**

10 of Top 15

**Re-Insurance**

3 of Top 10

**Insurer & Broker**

5 of Top 20, 7 of Top 10

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# Our Deep Capabilities (Data, Architecture, Domain) Delivering Impact

## Driving Revenue

**Increase Revenue**
Marketing and customer outreach

**Payments Modernization**
Product Development

**Personalization**
Helping improve understanding of their customers

**Loans Transformation**
Improving the client experience and underwriting process

## Managing Cost

**Improving Expense ratio**
Platform Operations

**Core Transformation**
Shrinking the core & building API stack

**Data Quality**
Working on Lineage, quality, adjustment for 90 products in 100 countries

**Modernizing Infra**
Highly engineered Private & Hybrid cloud, Strategy for moving to Public cloud

## Helping Govern

**Reg Tech @scale**
Date strategy, risk, global reg reporting,

**Remediation as a Service**
IT and Ops remediation

## Innovate with AI

**Advisors of the future**

**AI-Smart Underwriting**

**Touch Less Claims**

**Experimentation as a service**

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ELEVATING OUTCOMES

# Changing industry contours

**PRODUCT TO CUSTOMER CENTRIC**
Re-segmenting markets

**CONSOLIDATION**
Strengthening their positioning through acquisitions

**LOCALIZATION**
Most of the large institutions are reducing their global footprint and strengthening local presence

**COMPLEX REGULATORY REGIME**
Globally intertwined regulatory regime is being established

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# Elevating Outcomes in the new paradigm

## Divestiture and acquisition technology initiatives

Helping a large bank exit 7 markets

Helping a mid size US bank in spinning off their insurance business

Helping a large bank in reimagining their wealth business by merging 4 platforms that it acquired

# Elevating Outcomes in the new paradigm

## New regulatory initiatives

**Remediation as a service** for IT and Ops risks for mid-sized banks

**Regulatory reporting as a service** for EU and Asia regulations for a large global bank

ELEV▲TING OUTCOMES

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A challenger mindset with a
**strong ground game**
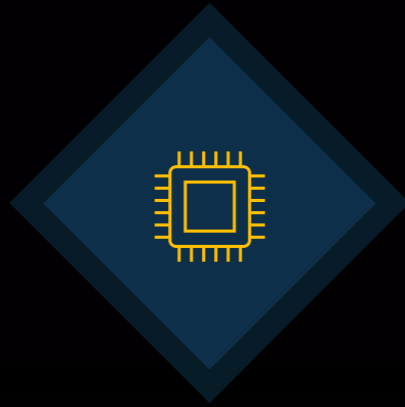
Strong capabilities
**Core to experience**

Permission to
**play at scale**

Delivering superior client experience
**Zero distance to decisioning**

# Technology

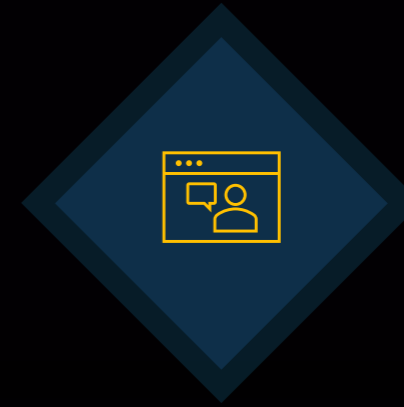# We work across the technology value chain from silicon to software

**Semiconductor and Devices**

**5** of Top 15 Semiconductor firms

**Computer, Networking & Peripherals**

**5** of Top 15 Hardware & OEMs

**Enterprise Software & Platforms**

**7** of Top 15 ISVs

ELEVATING OUTCOMES

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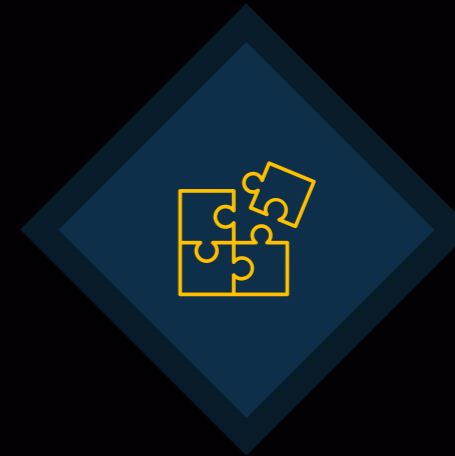
# We are at the
# center of the transformation..



Work with **leaders** in each segment

Work on **crown jewels / revenue centers**

Directly enable **customer success & growth**

Build enduring **strategic relationships**

Drive **cutting-edge** tech products

Lead growth with **360º partnerships**

.. hence **growing with the leaders**

# Elevating outcomes – Impacting revenue

Customer Service & Operations

Training & Documentation

Testing & Validation

Cloud Migration Factory

**Across the Technology value chain**

**Customer Acquisition & Sales**

Product Engineering / Development

Infrastructure provisioning & deployment
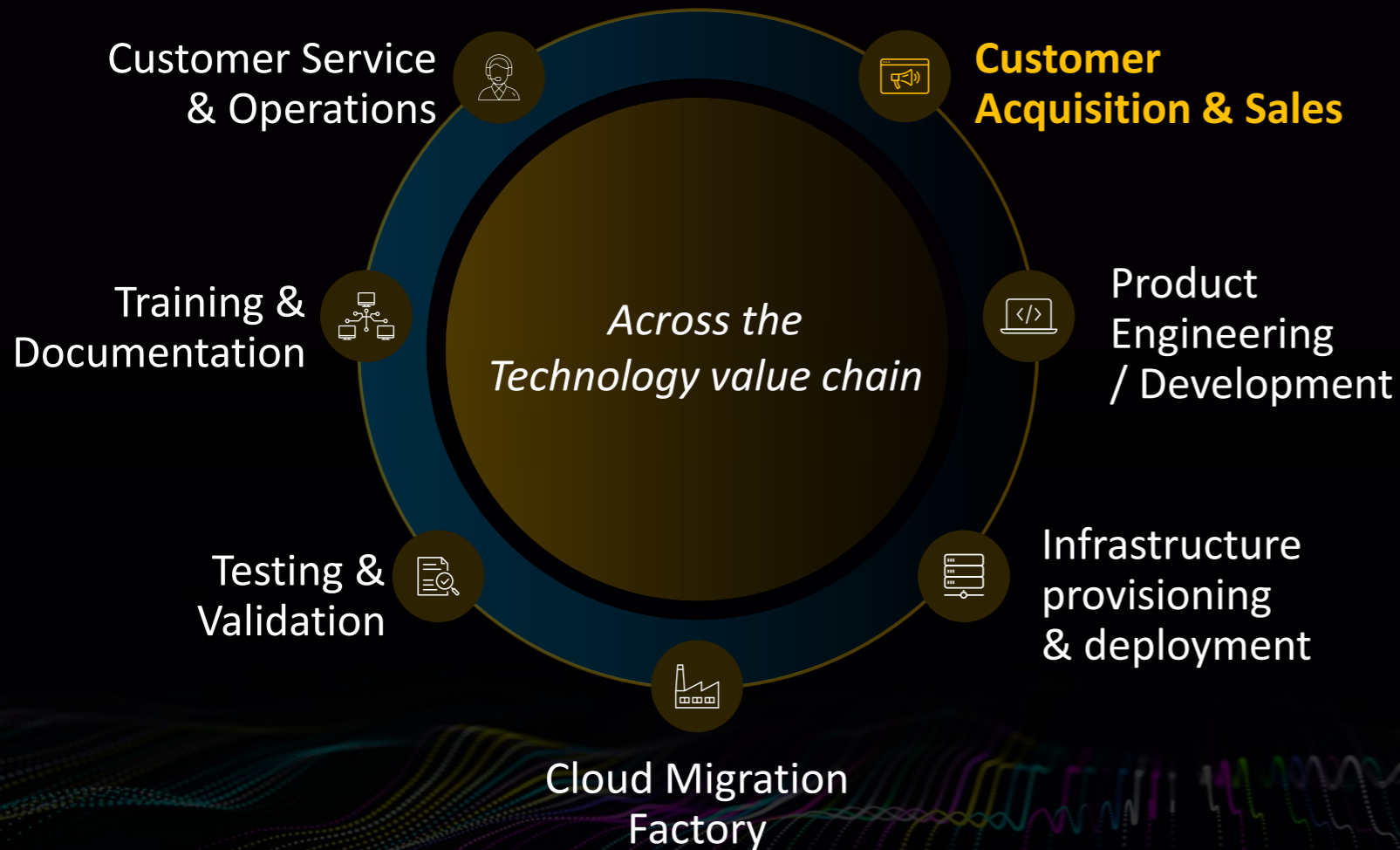
**2 billion+**
Campaign impressions for a large ISV

**80%**
Personalization match rate for a software provider

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# Elevating outcomes – Impacting revenue

*Across the Technology value chain*

- Customer Service & Operations
- Customer Acquisition & Sales
- Training & Documentation
- **Product Engineering / Development**
- Testing & Validation
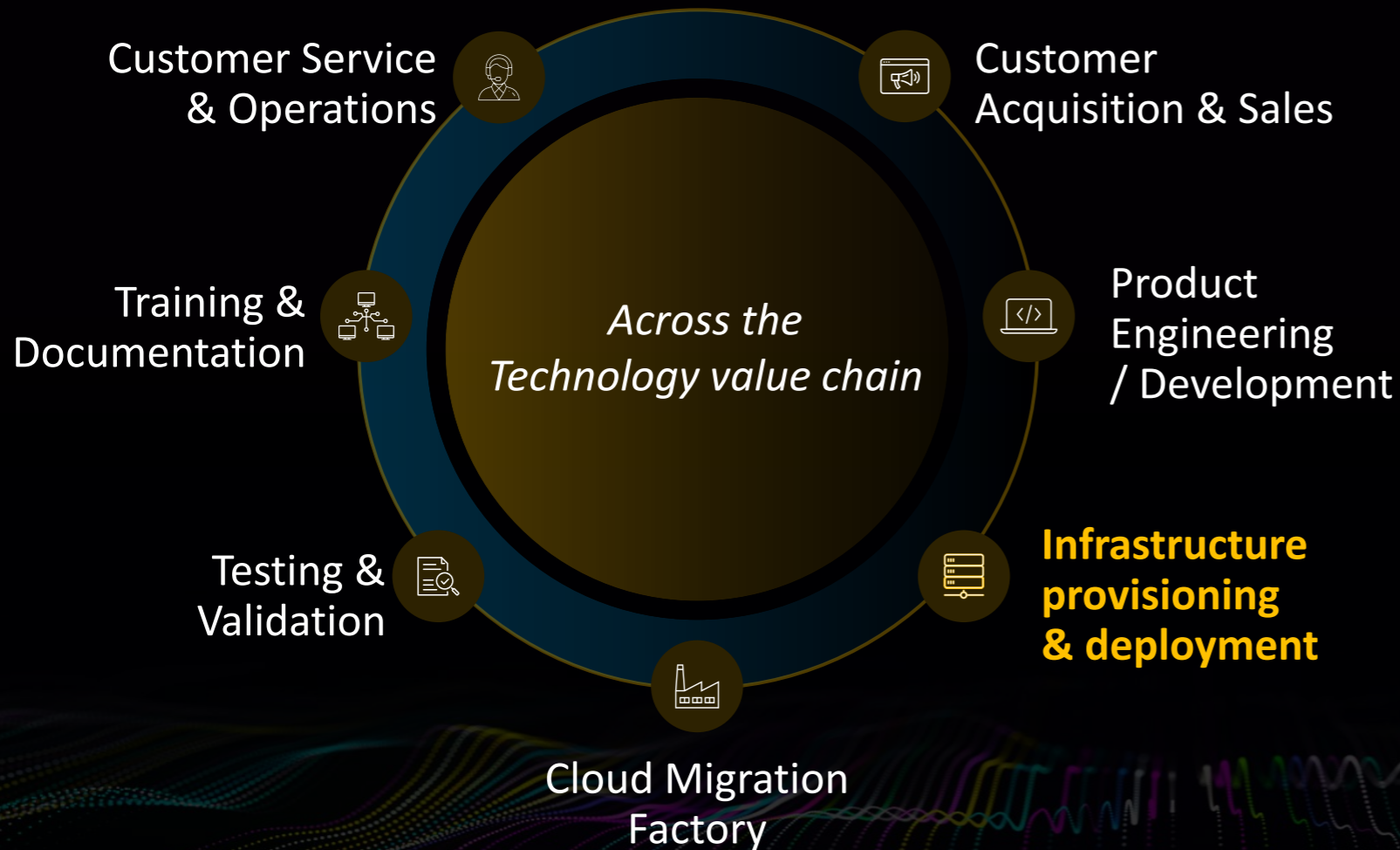- Infrastructure provisioning & deployment
- Cloud Migration Factory
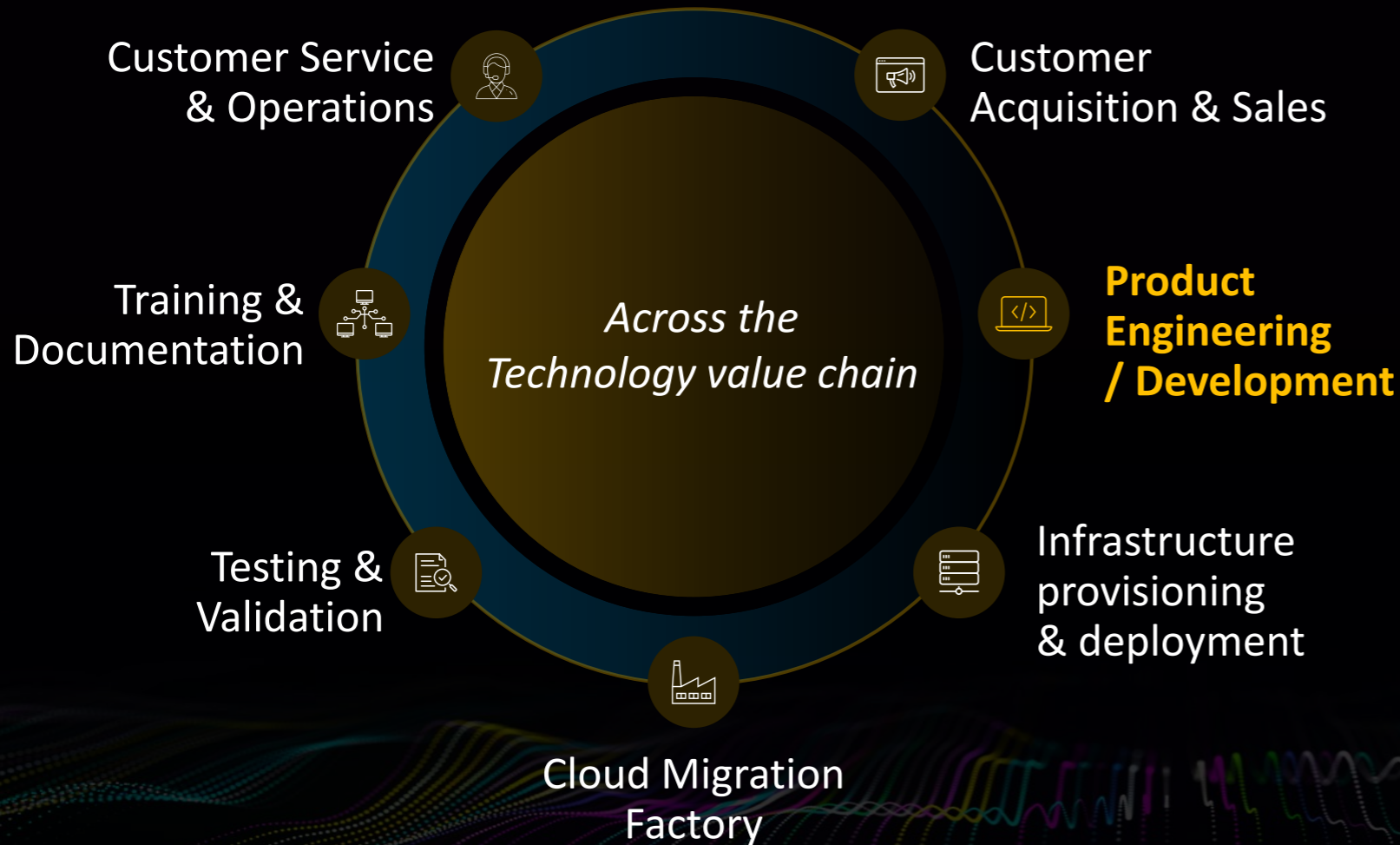
**99.995%**
Availability for an ISV

**30%**
TCO reduction
for an American networking major

**2.5x**
Revenue uplift for a Global data management company

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# Elevating outcomes – Impacting revenue

Customer Service & Operations

Customer Acquisition & Sales

Training & Documentation

*Across the Technology value chain*

Product Engineering / Development

Testing & Validation

**Infrastructure provisioning & deployment**

Cloud Migration Factory

**90%**
buildout cycle reduction,
**~4K**
clusters built / year

to accelerate revenue flow for a large ISV

# Elevating outcomes – Impacting revenue

Customer Service & Operations

Customer Acquisition & Sales

Training & Documentation

*Across the Technology value chain*

Product Engineering / Development

Testing & Validation

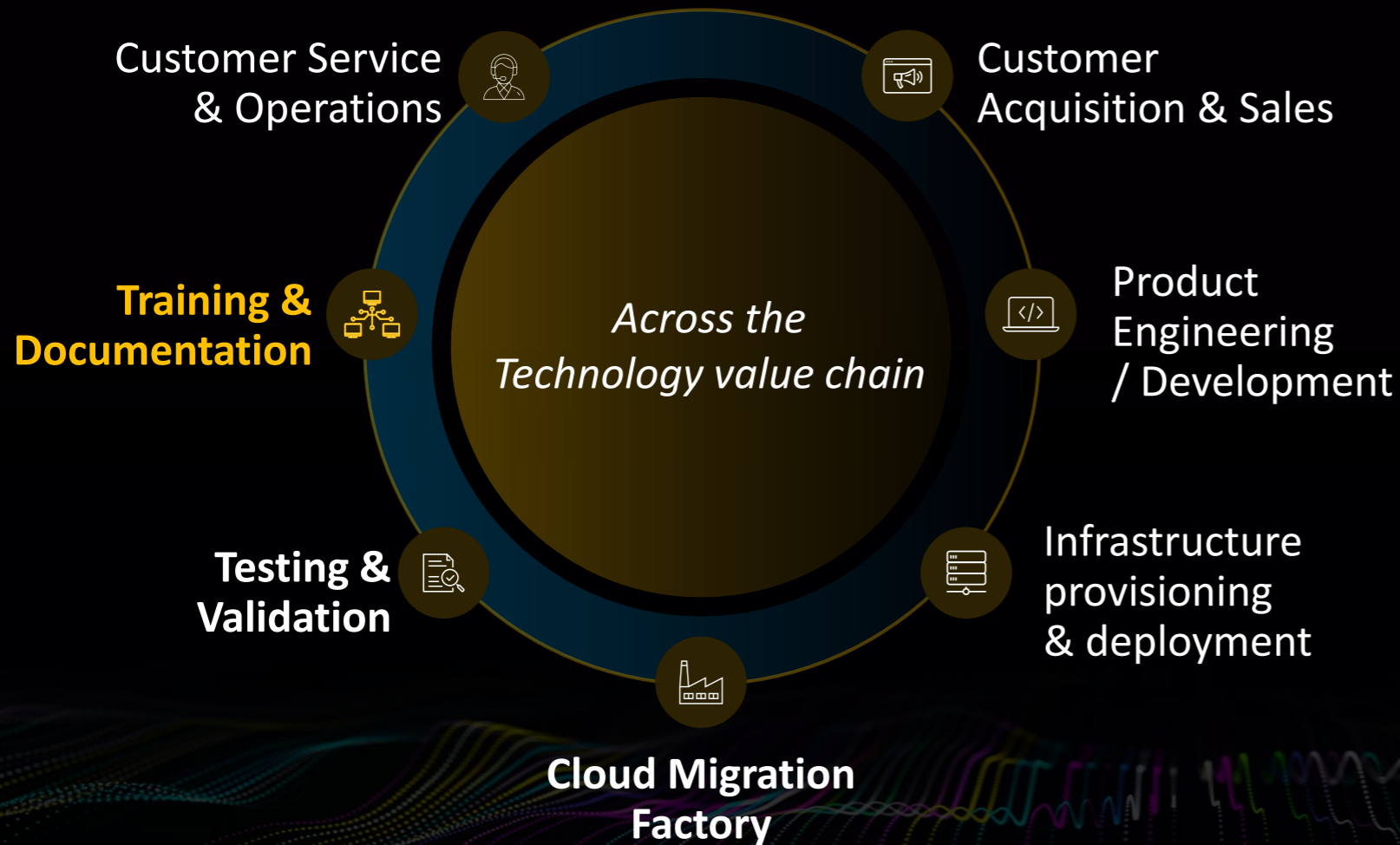Infrastructure provisioning & deployment

Cloud Migration Factory
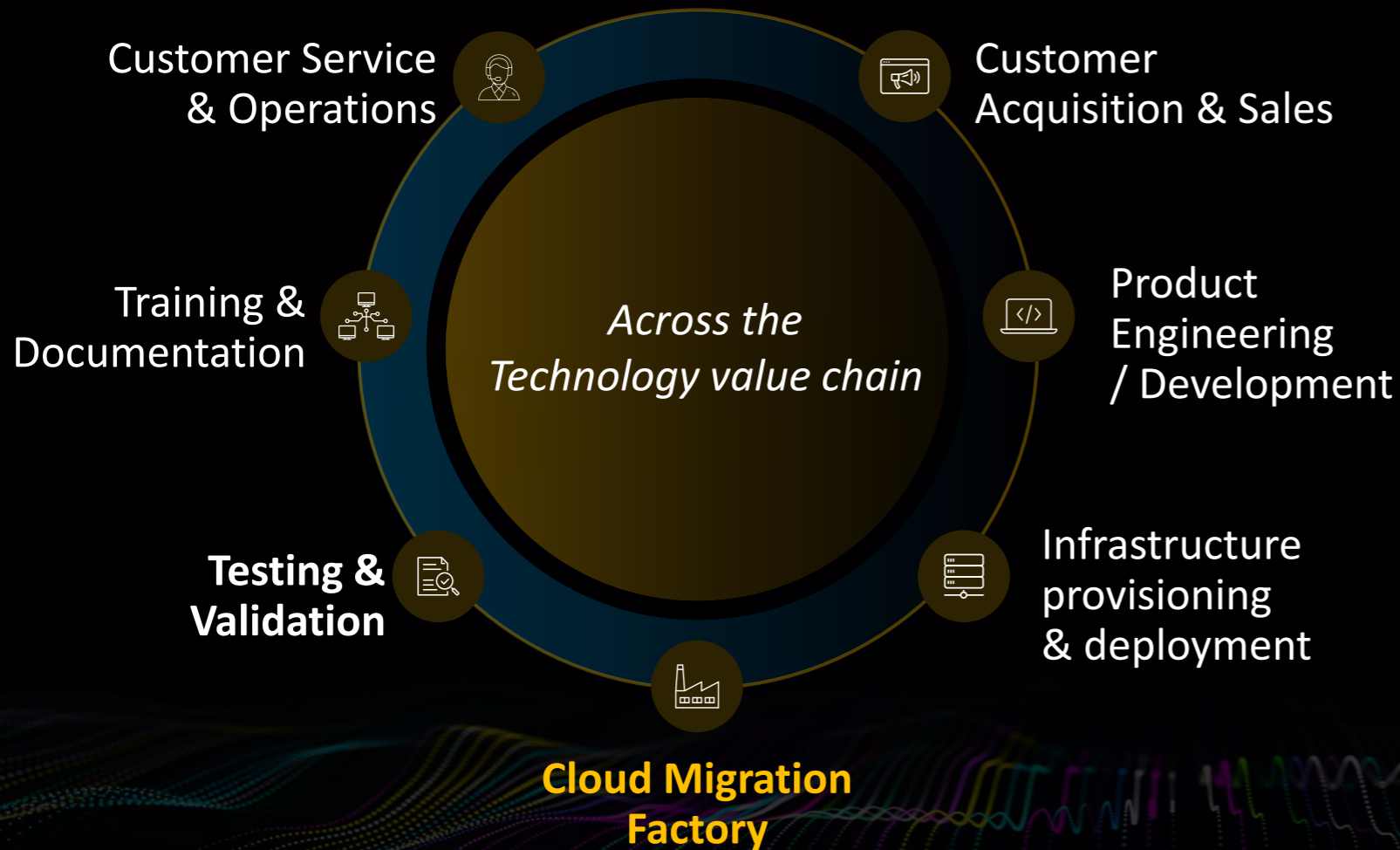
Additional cloud revenue via at-scale migration of **1.48 million cores** for a large ISV

# Elevating outcomes – Impacting revenue
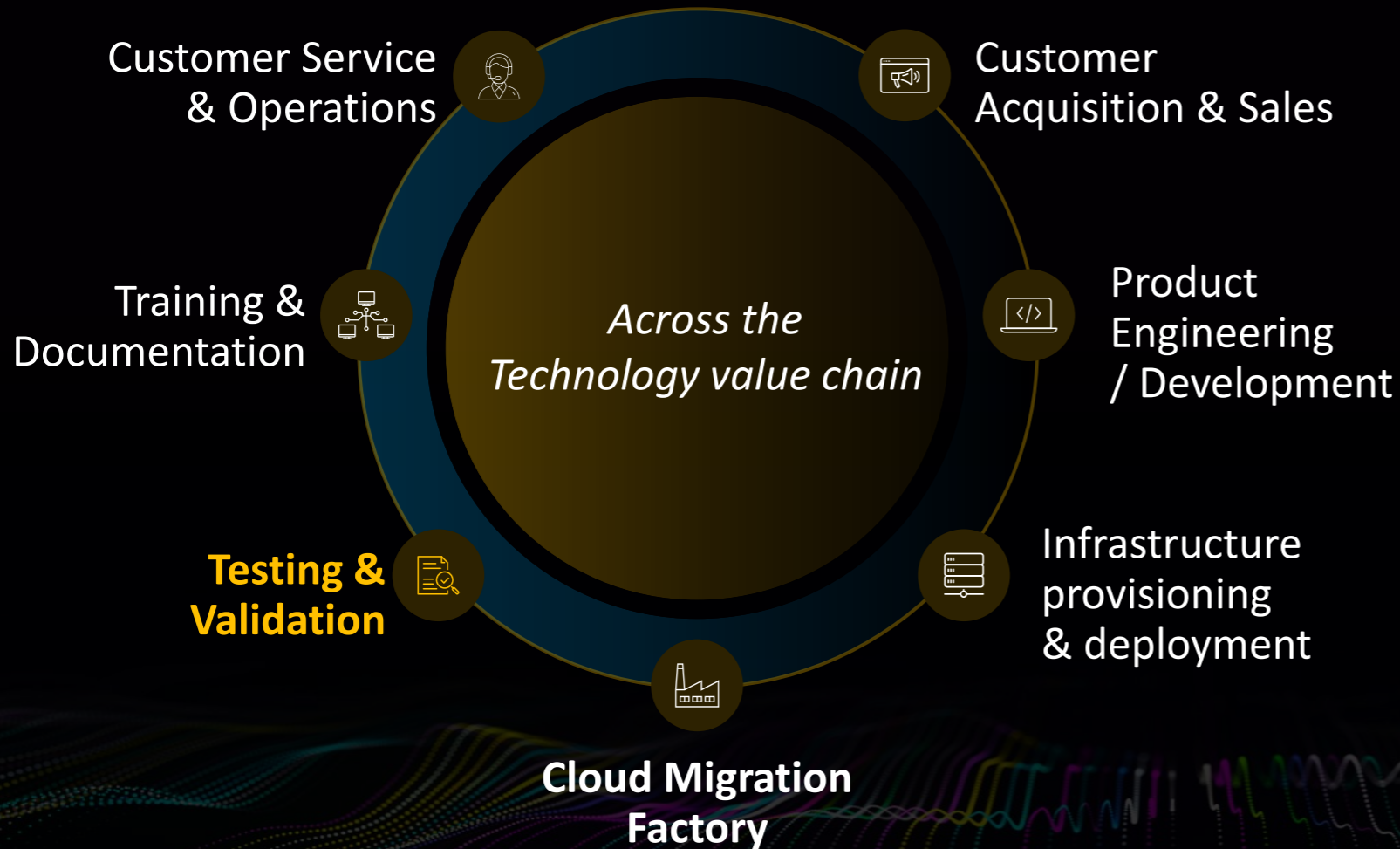
**Customer Service & Operations**

**Customer Acquisition & Sales**

**Training & Documentation**

*Across the Technology value chain*

**Product Engineering / Development**

**Testing & Validation**

**Infrastructure provisioning & deployment**

**Cloud Migration Factory**

**40%**
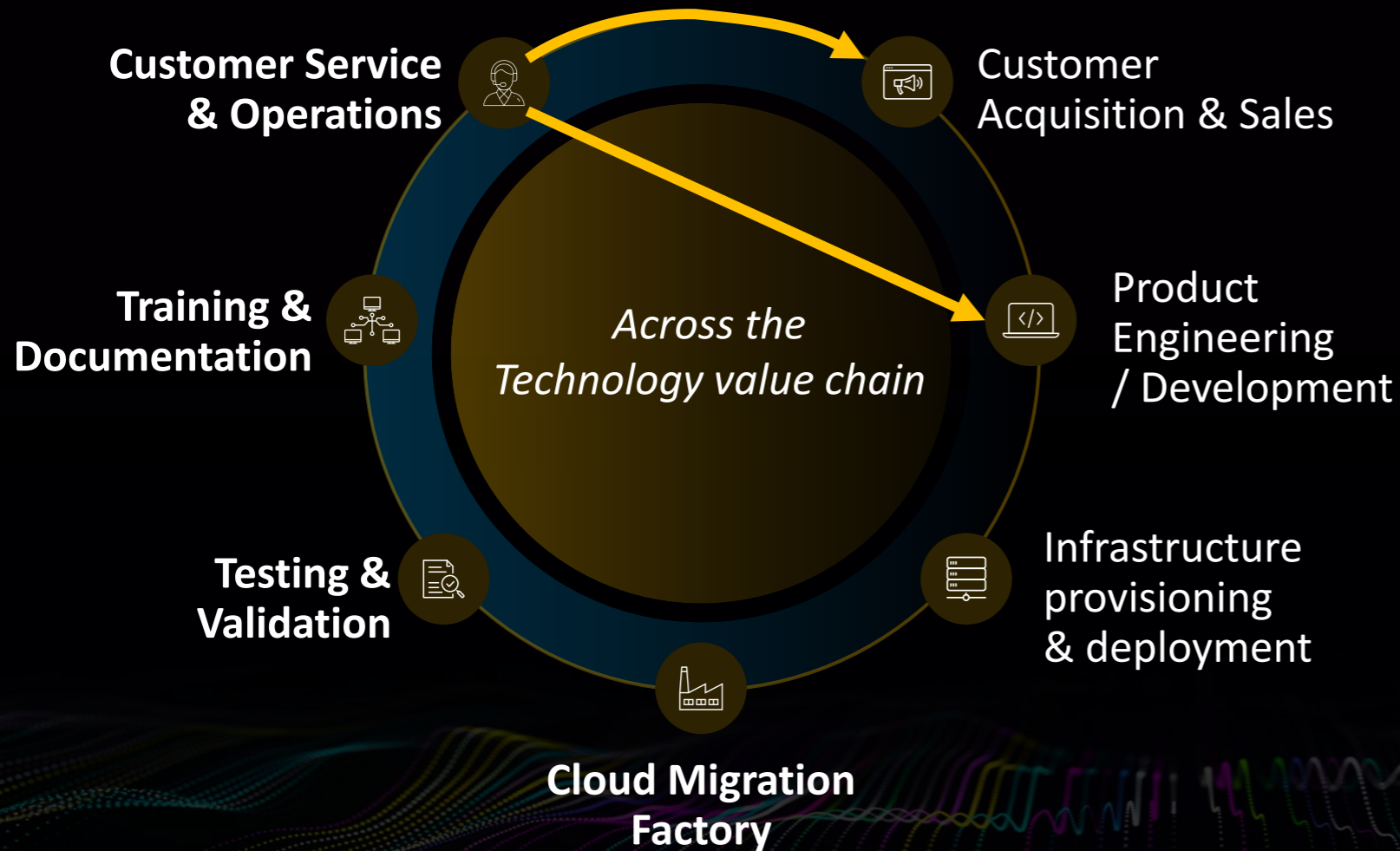Increase in accuracy,
**30%**
Field engineering effort reduction via GenAI-enabled training & technical support for a leading Semiconductor firm

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# Elevating outcomes – Impacting revenue

ELEV∧TING OUTCOMES

**Customer Service & Operations**

Customer Acquisition & Sales

**Training & Documentation**

*Across the Technology value chain*

Product Engineering / Development

**Testing & Validation**

Infrastructure provisioning & deployment

**Cloud Migration Factory**
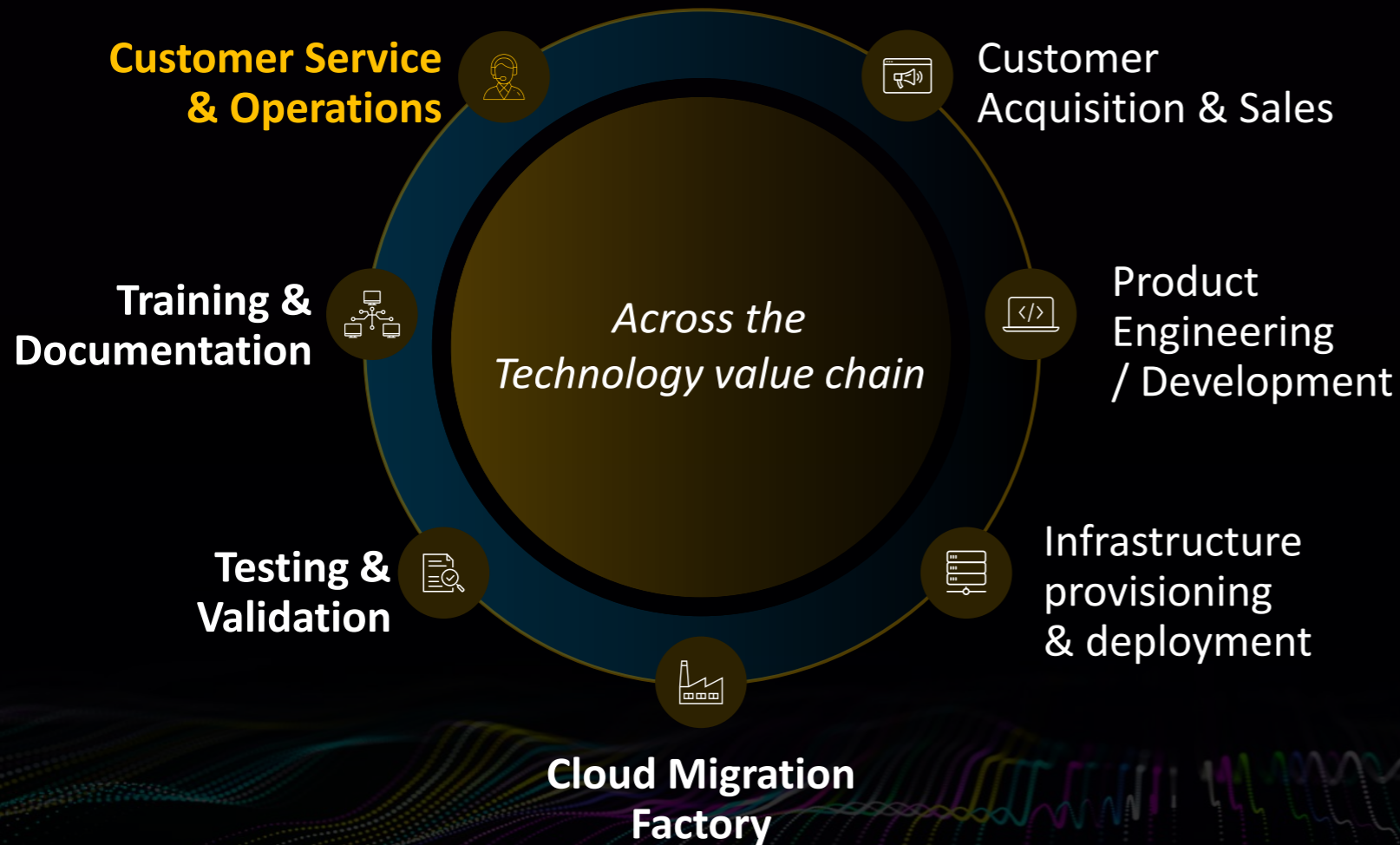
**55,000+**
Cases per month
for 40+ products & services in
14 languages for a large ISV

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# Elevating outcomes – Impacting revenue



**Customer Service & Operations**

Customer Acquisition & Sales

**Training & Documentation**

*Across the Technology value chain*

Product Engineering / Development

**Testing & Validation**

Infrastructure provisioning & deployment

**Cloud Migration Factory**

**Voice of Customer & insights** to Field Sales for more effective campaigns

**Product backlog and feature prioritization** deduced from Voice of Customer for Product Engineering teams
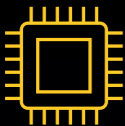
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# Poised for sustained strong growth..

**Grow** with the customer (& drive their growth)

**Disrupt** platform engineering & support with Gen AI

**Ride** the Data center / Semiconductor wave

## ..by leveraging ecosystem synergies

Getting to the
**Future, Faster.**
*Together.*