Tech Mahindra’s Cloud Platform and PaaS Offering
Issues impacting today’s Enterprises?

- Coping with new hardware requirements as the enterprise grows
- Growing number of stakeholders with various requirements
- Expansion in emerging markets and introducing newer product lines regularly
- Introduction of newer business models to meet the ever increasing demands of customers
- Complex Legacy Systems and Environments
- Consistent user experience across channels
Springboard to our Cloud Platform and leave your worries behind

**Plug2Cloud** is a unique offering which allows you to pick up the combination of right cloud platform and Tech Mahindra solutions as per your need. We offer “One Price” opex model for the entire package.

- Built on Oracle’s flexible infrastructure
- End-to-end capabilities with ability to adapt, scale or contract to the application and business needs.
- Allows for Service Level Management, governance, metering, billing, monitoring, reporting and capacity planning.
- Subscription based on customer service level requirements and actual usage.
- A fully automated Cloud aggregation Platform for Enterprise use.
No ambiguity, No assumption – Know clearly what you get

Traditional IT
- Application
- Data
- Runtime
- Database/Middleware
- OS
- Virtualization
- servers
- Storage
- Networking

You Manage

IaaS
- Application
- Data
- Runtime
- Database/Middleware
- OS
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- servers
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Delivered as a service in Tech Mahindra’s Plug2Cloud Platform offering

PaaS
- Application
- Data
- Runtime
- Database/Middleware
- OS
- Virtualization
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Delivered as a service

SaaS
- Application
- Data
- Runtime
- Database/Middleware
- OS
- Virtualization
- servers
- Storage
- Networking
What Tech Mahindra Can Deliver

- Speed to value
- Business Agility
- Cost Reduction
- Reliability and Privacy
- Single integrated experience

Highlights of Plug2Cloud platform

- **Platform** - Our Services are on proven, tried and tested Oracle Platforms
- **On-Demand Services** – Instantly available to use when required
- **Broad Network Access** – Services accessed using ordinary network connections, often already available
- **Resource Pooling** – Multi piece of hardware can appear in one or more than one instance and can run on a single piece of hardware
- **Rapid Elasticity** – If more capacity is needed, Services can be seamlessly and quickly made available
- **Measured Services** – Usage of these services is accurately metered, allowing you to pay only for what you use

These services can be delivered at Platform (Paas) level.
Services can be publically shared, private or a hybrid of the two.
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<th>Value Proposition</th>
<th>Speed to Value</th>
<th>Business Agility</th>
<th>Cost Reduction</th>
<th>Reliability and Privacy</th>
<th>Single Integrated Experience</th>
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<td>On Demand Capacity</td>
<td>Proven Application Templates</td>
<td>Rapid Delivery of Services</td>
<td>Ability To Adapt, Scale and Contract Solutions Based on Business Needs</td>
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<td>SLAs Match the Solution to the Business</td>
<td>Dramatically Reduce Procurement Lead Times</td>
<td>Minimize Integration Impact</td>
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Wide range of Platform choices

Enterprise Management
- Application Performance Monitoring Cloud
- IT Analytics Cloud
- Log Analytics Cloud

Integration
- Integration Cloud
- IOT Cloud
- SOA Cloud
- Golden Gate Cloud

Content and Collaboration
- Process Cloud
- Sites Cloud
- Social Cloud
- Documents Cloud

Business Analytics
- Business Intelligence Cloud
- Big Data Discovery Cloud
- Big Data Preparation Cloud
- IOT Cloud

Application Development
- Developer Cloud
- Node Cloud
- Mobile Cloud
- Java Cloud
- Application Builder Cloud

MOBILE
- Integration Cloud
- Mobile Cloud
- IOT Cloud
- Sites Cloud
- Documents Cloud

Data Management
- NoSQL Database Cloud
- Big Data Cloud
- Exadata Cloud
- Big Data SQL Cloud
- Big Data Preparation Cloud
- Database Backup Cloud
- Database Cloud

Wide range of Platform choices
...And Tech Mahindra offers more on top using bolt on solutions

- Business Process as a Service on cloud Powered by Tech Mahindra’s EPIC
- Extended SaaS offerings to support your unique requirements
- Simplify your Enterprise Mobile Connectivity
- Rapid Cloud Implementation Solution for ERP, Database and Integration packaged with PaaS
- Move your Dev and Test environments in cloud to save you from cost spike during upgrades
- Business Intelligence on cloud
<table>
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<th>Service Offering</th>
<th>Key Benefits</th>
<th>Oracle Cloud Service Component</th>
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</table>
| Business Process as a Service using EPIC            | Readily available end-to-end Business Process Flows across Financials, SCM and HCM.  
- Painstaking manual processes to harmonize non-standard business processes are eliminated  
- Most of the time, Functional Requirement capture is dependent on availability of knowledgeable Business Consultants. EPIC greatly eliminates this dependency and brings automation in Requirement Capture, CRP and Fit-Gap | Integration Cloud Service  
Process Cloud Service  
Database Cloud Service  
Java Cloud Service  
Compute Cloud Service  
Database Backup Service |
| Extended SaaS Offerings                              | Better support the business by addressing unique application requirements quickly and cost-effectively  
- Extend and enhance embedded static reports in cloud applications (SaaS) with advanced, cross-functional analytics, discovery, and data visualization  
- Eliminate data silos and fragmented business processes | Java Cloud Service - SaaS Extensions  
DB Schema Service  
Integration Cloud Service  
Mobile Cloud Service  
Java Cloud Service  
Database Cloud Service  
Compute Cloud Service |
| Simplification of Enterprise Mobile Connectivity     | Configure the prebuilt mobile apps as per your need  
- New mobile apps using Oracle mobile application framework can be quickly developed by our expert developers  
- Integrate with your on-premise and cloud applications easily  
- We use Oracle Fusion Middleware and SOA for flawless integration | Integration Cloud Service  
Mobile Cloud Service  
Database Cloud Service  
Java Cloud Service  
SOA Cloud Service  
Compute Cloud Service |
| Rapid cloud Implementation with our ERP-EDGE Solution | Time to market reduction by as much as 60%  
- Scalable, flexible solution to support growing business needs  
- Quicker ROI realization with lower total cost of ownership  
- Intuitive, intelligent and collaborative applications  
- No maintenance overheads; updates and upgrades managed by Oracle  
- Greater ease of use and added business value | Compute Cloud Service  
Process Cloud Service  
Database Cloud Service  
Java Cloud Service |
| Plug2Cloud can even help your on premise applications upgrade | Lowers upgrade costs  
- Accelerates the entire process as commissioning environments on Plug2Cloud platform takes only a couple of days time  
- No need to plan for additional DBA effort on and off to maintain the additional environments  
- Increases developer/IT productivity through eliminating the need to set up and manage infrastructure for Dev/Test | Database Cloud Service  
Java Cloud Service  
Compute Cloud Service  
Integration Cloud Service  
Exadata Cloud Service |
| Business Intelligence on Cloud                      | Elasticity: Leverage the massive computing power, scale up and scale down based on your changing requirements.  
- Focus on Core Strength: Outsource running of BI apps to us and focus on your core capabilities.  
- Lower Total Cost of Ownership: Convert some part of capital expenditure (capex) to operational expenditure (opex), cost-effective pricing models, pay per use model, etc.  
- On-demand Availability: Support mobile and remote users, Browser-based access to control everything from the cloud platform to database management, from the data warehouse layer to the analytics platform | BI Cloud Service  
Database Cloud Service  
Big Data Cloud Service |
| Log Analytics Service on Cloud                       | Features: Topology-aware log exploration, Machine learning based anomaly detection, Real-time operational insight | Log Analytics Service |
| IT Analytics Service on Cloud                        | Features: Resource Analytics, Performance Analytics, Data Explorers, Dashboards | IT Analytics Service |
Business Process as a Service using EPIC

What is EPIC?

Enterprise Process Integration Catalog (EPIC) is a comprehensive set of Business Process flows from L1 to L4 level. These package agnostic process flows are developed as per industry best practices and can be readily used to design your “To-Be” business processes on cloud.

Key Benefits

- Readily available end-to-end Business Process Flows across Financials, SCM and HCM.

- Painstaking manual processes to harmonize non standard business processes are eliminated

- Most of the time, Functional Requirement capture is dependent on availability of knowledgeable Business Consultants. EPIC greatly eliminates this dependency and brings automation in Requirement Capture, CRP and Fit-Gap Analysis.
Extended SaaS Offerings to suit your requirements

What is Extended SaaS?

Your business requirement might not fit the standard functionality of the SaaS applications that are previously deployed. That is exactly when we can develop and deploy custom code for you using the application development cloud services or complete application extensions that broaden and customize the functionality of your SaaS applications.

We also integration services to integrate your SaaS applications with your on premise, other cloud and mobile applications.

Key Benefits

- Better support the business by addressing unique application requirements quickly and cost-effectively
- Extend and enhance embedded static reports in cloud applications (SaaS) with advanced, cross-functional analytics, discovery, and data visualization
- Eliminate data silos and fragmented business processes
Simplification of Enterprise Mobile connectivity

How do we simplify your Enterprise Mobile connectivity?

On the Plug2Cloud PaaS platform, we can develop, connect, and secure your own mobile apps, and mobile security that is integrated with the Oracle Mobile Platform. This can be leveraged as part of your overall enterprise security architecture.

Apart from the dozen apps prebuilt by Oracle, we have our own mobile applications like mLearn, mPeople, mLogistics and many more which can be simply used with minimum configuration effort.

Key Benefits

- Configure the prebuilt mobile apps as per your need
- New mobile apps using Oracle mobile application framework can be quickly developed by our expert developers
- Integrate with your on premise and cloud applications easily
- We use Oracle Fusion Middleware and SOA for flawless integration
Rapid cloud Implementation with our ERP-EDGE Solution

What is ERP-EDGE?

ERP-EDGE is an end to end rapid cloud ERP deployment solution from Tech Mahindra encompassing cloud assessment, process transformation, implementation and support.

7 different pre packaged offerings to suit your need. Each offering comes with a fixed priced and time bound implementation plan of 14 – 16 weeks.

Key Benefits

- Time to market reduction by as much as 60%
- Scalable, flexible solution to support growing business needs
- Quicker ROI realization with lower total cost of ownership
- Intuitive, intelligent and collaborative applications
- No maintenance overheads; updates and upgrades managed by Oracle
- Greater ease of use and added business value
Plug2Cloud can even help your on-premise applications upgrade

Move environments into cloud

Every business with on-premises application deployments has to deal with upgrades. During upgrades, you may need multiple environments to be readily available at various phases. You need to suddenly spike up your capacity planning and make arrangements of additional DBA Bandwidth during your upgrade project. Once the project ends, you again go back to reduced number of instances. You often end up spending money for all these additional instances which become redundant after the upgrade. Using Plug2Cloud platform, we can help you spinning up your temporary Upgrade related test and dev environments in no time and you pay only for the duration of use.

Key Benefits

- Lowers upgrade costs
- Accelerates the entire process as commissioning environments on Plug2Cloud platform takes only a couple of days time
- No need to plan for additional DBA effort on and off to maintain the additional environments
- Increases developer/IT productivity through eliminating the need to set up and manage infrastructure for Dev/Test
Business Intelligence (BI) on the Cloud is a delivery model which includes the BI Development Services, Data Integration Services and Database Management Services on our Plug2Cloud platform.

Immediate availability of environment on Plug2Cloud platform without any dependence on the long periods associated with infrastructure procurement and application deployment drastically reduces the BI implementation time window.

**Key Benefits**

- **Elasticity**: Leverage the massive computing power, scale up and scale down based on your changing requirements.
- **Focus on Core Strength**: Outsource running of BI apps to us and focus on your core capabilities.
- **Lower Total Cost of Ownership**: Convert some part of capital expenditure (capex) to operational expenditure (opex), cost-effective pricing models, pay per use model, etc.
- **On-demand Availability**: Support mobile and remote users, Browser-based access to control everything from the cloud platform to database management, from the data warehouse layer to the analytics platform.
Combine our services as per your need to build your own Plug2Cloud custom package

**Existing SaaS Customers**
- BPaaS using EPIC
- Extended SaaS
- Mobile Integration
- PaaS Platform

**On-Premise customers moving into Cloud**
- ERP-EDGE Rapid Implementation Solution
- BI Cloud Service
- PaaS Platform

**On-Premise customers**
- Build upgrade environments into cloud
- PaaS Platform
The Cloud Decision Matrix

The decision needs to be per business process, solution, or per software application

- **What SLA do We need?**
  - What uptime do we expect (availability), backup policy and data retention needs, when do we expect patches, when is the solution upgraded and can I control those decisions

- **Regulations / Compliance**
  - Government regulations that may apply such as FDA validation, special data protection rules such as PCI Compliance or security rules beyond the standard

- **Predictability of the Solution**
  - Focuses on how the solution functions, and how predictable it is. Do we need more computing power for month-end, will we have unpredictable bursting such as a promotional website or even a temporary environment that may have unpredictable growth.

- **When to move to the cloud?**
  - Although a move to the Cloud is a step toward getting out of the IT business, adjustments to your infrastructure still need to be planned as part of the process. Areas here are around network security, ability to connect in the Cloud, and reviewing the integration points between systems

- **Financial Decisions**
  - Current leases, value of owned technology assets, datacenter layout today and labor costs to reduce the footprint, and possible changes around software licensing due to the migration

- **People**
  - Impact on your employees. Adapt from hands-on management to a governance model
  - Changes in roles, processes and procedures
Thank you

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