

IT Services

Quarterly Newsletter

Oct-Dec 2016

Tata Consultancy Services (TCS)

November 03, 2016: Signed a MOU to pursue technology research collaboration with the University of New South Wales (UNSW). The agreement will enable the university and TCS to work together in areas of common interest such as machine learning, virtual reality, robotics, data analytics and cloud computing. The MOU also opens the prospect of exchanges of scholars and internships for UNSW students at TCS's global research facilities.

October 25, 2016: Selected by Mitsubishi Hitachi Power Systems (MHPS), a leading company in the field of thermal power systems, as a collaborating company for the development of an ICT platform for thermal power plants. MHPS has announced the establishment of a 'Global Service Center' (GSC) in the Philippines, designed to cater to thermal power plant operators, primarily in the Southeast Asia region. The GSC will support efforts to optimize plant Operation and Maintenance (O&M), leveraging the latest ICT for services including remote monitoring. Through improvements in plant utilization and efficiency, MHPS seeks to promote the enhancement of client asset value.

October 18, 2016: Extended and expanded its partnership as Official IT Provider to the Standard Chartered Marathon Singapore.

October 13, 2016: Reported financial results for the quarter ended September 30, 2016, with revenue at \$4,374 million up 5.2% Y-o-Y and net income at \$984 million up 6.2% Y-o-Y. During Q2, growth was led by Life Sciences and Healthcare which grew at 4.7% sequentially in constant currency followed by Energy & Utilities (up 3.6%), Manufacturing (up 3.1%), Travel & Hospitality (up 2.3%) and Communication and Media which grew 2%.

Infosys

November 11, 2016: Invested in TidalScale, a pioneer in Software-Defined Servers that simplify the way companies can apply computing resources to tackle big problem. The investment will be completed on or before November 24, 2016. TidalScale Software-Defined Servers deliver in-memory performance at any scale, are self-optimizing, use standard hardware, and are compatible with all applications and operating systems. By enabling a new wave of innovation in scalable computing, TidalScale is making it possible for more organizations to draw insights from big data faster, more easily and with greater flexibility than ever before. In the process, TidalScale transforms the economics and time constraints of working with big data.

October 14, 2016: Reported financial results for the quarter ended September 30, 2016, with revenues of \$2,587 million and operating profit of \$644 million. Net profit for the period was reported as \$539 million and Earnings per share (EPS) stood at \$0.24.

Cognizant

December 20, 2016: Announced that it has become the exclusive digital systems, technology and operations services partner for multiple portfolio companies of Norway-based Aker, an industrial investment company. As part of the multi-year relationship, Cognizant will help several of Aker's industrial portfolio companies lay the foundation for digital transformation of their businesses, while driving cost efficiencies and business agility by simplifying, modernizing and enhancing security of their applications and IT infrastructure.

In addition, Cognizant acquired the technology and business process services unit of Frontica Business Solutions AS. Frontica is a portfolio company of Norway-based oil-services investment company Akastor ASA that provides consulting and technology services to a number of Akers' industrial portfolio companies. Approximately 500 employees from Frontica across the Nordics, Malaysia, the UK, Brazil and the US will join Cognizant, expanding Cognizant's presence and expertise in several key oil and gas industry markets.

December 16, 2016: Entered into an agreement to acquire Adaptra, a Sydney-based consulting, business transformation and IT services provider. Adaptra works with 5 of the top 10 insurers in Australia and New Zealand, helping them define their target business and operating models and providing platform advisory and implementation services. The acquisition further strengthens Cognizant's deep insurance, business transformation and platform capabilities to help clients succeed in a technology- and data-intensive world. As part of the acquisition, approximately 100 professionals will join Cognizant. The terms of the transaction were not disclosed.

December 06, 2016: Announced the expansion of its operations in the Kingdom of Saudi Arabia (KSA) with the opening of a new office in Riyadh. This will enhance its existing operations in the Middle East and further enable Cognizant's clients to leverage the technical and business capabilities available in the region for building digital businesses, operations and systems.

December 01, 2016: Announced that it has been selected by German-based Klöckner & Co, a producer-independent distributors of steel and metal products, as a strategic partner for IT services to support Klöckner & Co's IT strategy and digitization of operations across Europe.

November 29, 2016: Announced that it has entered into a definitive agreement to acquire privately-held Mirabeau BV, a digital marketing and customer experience agency specializing in industries such as travel and hospitality, financial services, retail, and B2B sectors. The acquisition will expand Cognizant's digital business capabilities in the Netherlands and across Europe. The terms of the transaction were not disclosed.

November 07, 2016: Reported financial results for the 3Q16, with revenue of \$3.45 billion (up 8.4%) from \$3.19 billion in the 3Q15. Net income was \$444.4 million, or \$0.73 per diluted share, compared to \$397.2 million, or \$0.65 per diluted share, in 3Q15.

October 06, 2016: Announced that it has been selected by Future Group, an Indian multi-brand retailer, as a strategic partner to transform Future Consumer Limited (FCL), Future Group's consumer goods business, into a connected enterprise to achieve higher levels of efficiency, agility and business impact.

Accenture

December 22, 2016: Accenture Federal Services (AFS) has been selected to support the Transportation Security Administration's (TSA) Office of Human Capital (OHC) in the hiring and recruiting of 8,000 to 10,000 employees a year. The five-year contract, worth up to \$290 million, will enable AFS to assist the TSA's OHC with a portion of its recruitment and hiring operations, which entails hiring employees for critical field positions including transportation security officers, federal air marshals, and field management, administrative and professional positions.

December 21, 2016: Reported financial results for the first quarter of fiscal 2017, ended Nov. 30, 2016, with record net revenues of \$8.5 billion, an increase of 6% in U.S. dollars and 7% in local currency over the same period last year.

December 19, 2016: Entered into exclusive negotiations to acquire Arismore, a privately held company in France that specializes in providing security services, including identity and access management (IAM), as well as enterprise architecture and change management services.

December 19, 2016: Announced that it has been selected by Entergy Services, Inc. to provide an advanced metering solution to enhance grid reliability and customer service with digital technologies. This includes more efficient billing and field maintenance, faster outage detection to bolster network reliability and greater data and analytics capabilities.

December 12, 2016: Microsoft has awarded Accenture a seven-year contract extension to continue providing finance and accounting (F&A) and procurement business process services. Accenture will leverage artificial intelligence, automation and analytics capabilities to deliver better business insights and help Microsoft increase productivity and efficiency. Under the new contract – which extends Accenture's services through 2025 – Accenture will continue to provide Microsoft with procurement, accounts payable, financial and accounting services for its more than 120 subsidiaries worldwide. The original contract was awarded in 2007, when Microsoft began to standardize its finance, accounting and procurement processes globally for an initiative called OneFinance.

December 02, 2016: Completed its acquisition of Defense Point Security LLC (DPS). DPS is now a wholly owned subsidiary of Accenture Federal Services (AFS). Terms of the transaction are not being disclosed.

November 29, 2016: Acquired Karmarama, one of the UK's largest independent agencies renowned for blending creativity, digital and data to develop campaigns that help brands better engage with consumers. The acquisition strengthens the ability of Accenture Interactive, part of Accenture Digital, to create and deliver integrated customer experiences to brands in the UK and beyond. Terms of the transaction were not disclosed.

November 25, 2016: Completed the acquisition of a 47.4% shareholding in OCTO Technology, a technology consultancy specializing in digital transformation and software development – on a fully diluted basis.

November 10, 2016: Completed its acquisition of DayNine, a leading global Workday consulting and deployment services provider with vast expertise in helping organizations transform their employee experience and financial management systems to better navigate change and drive growth. The acquisition extends Accenture's already strong position in Workday and provides new value for clients.

November 09, 2016: Acquired Nashco Consulting Ltd., a Canada-based company that provides consulting, design and implementation services for ServiceNow. The acquisition further strengthens Accenture's position as a leader in the ServiceNow partner ecosystem and enhances the company's technology capabilities and deep industry experience in cloud strategy, implementation, integration and management for clients seeking to tap the As-a-Service economy.

November 02, 2016: Completed its acquisition of Redcore, a privately held Australia-based consulting company that specialises in providing identity and access management services (IAM), as well as security services for cloud, network management, public key infrastructure, cyber defence, applications and the Internet of Things. The acquisition, first announced on August 22, 2016, enhances Accenture's existing IAM services and security as-a-service capabilities and extends the company's other critical cyber defence services in the Asia-Pacific region.

Also on the same day, appointed Herbert Hainer to the company's Board of Directors, effective November 02.

November 01, 2016: Acquired Realworld OO Systems B.V., a Netherlands-based division of Realworld Holding B.V. that specializes in geographic information system (GIS) solutions. These solutions help utilities digitize and optimize their electricity, water and natural gas networks. The transaction will expand Accenture's end-to-end portfolio of smart grid services and accelerate its plans to grow digital consulting services in Europe.

On the same day, announced that BP has extended an agreement by two years for Accenture to serve as its global provider of finance and accounting (F&A) business process services through 2021.

October 31, 2016: Announced the acquisition of 2nd Road, an Australia-based strategic consultancy that specializes in infusing enterprise-wide innovation through design thinking methodologies into strategy creation. The acquisition will enable Accenture Strategy to combine the power of a strategic analytical thought process with the ability to craft breakthrough propositions and services through human-centered co-design. Together, this will give clients a competitive edge by enabling them to fundamentally re-imagine the future of their organizations.

October 26, 2016: Appointed Brigitte Gwyn as MD of government relations, effective November 07.

October 19, 2016: Etisalat, through its newly established Etisalat Digital, have signed a MOU with Accenture at the Gitex Technology Week 2016, to collaborate in the digital solutions arena to enable ICT and digital transformation in the region. The two parties will work together combining Etisalat Digital's technology platforms and solutions with Accenture's business knowledge, solutions and expertise to deliver leading capabilities, assets and technologies. This commercial agreement will allow Etisalat and Accenture to provide large enterprise clients with end-to-end digital solutions and guide them through a transformational journey from design to rapid delivery resulting in tangible business results.

October 18, 2016: Acquired Allen International, a design consultancy focused on helping banks transform their branch networks and digital capabilities to reduce costs, increase revenues and better engage customers. Allen

International has worked with more than 350 banks around the world including nine of the top 20 banks.

October 05, 2016: Entered into an agreement to acquire Defense Point Security, LLC (DPS), a privately held cybersecurity company that supports the U.S. federal government with advanced cyber defense and response capabilities—including advanced Security Operations Center (SOC) expertise, cyber operations, security engineering, and cyber analytics.

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