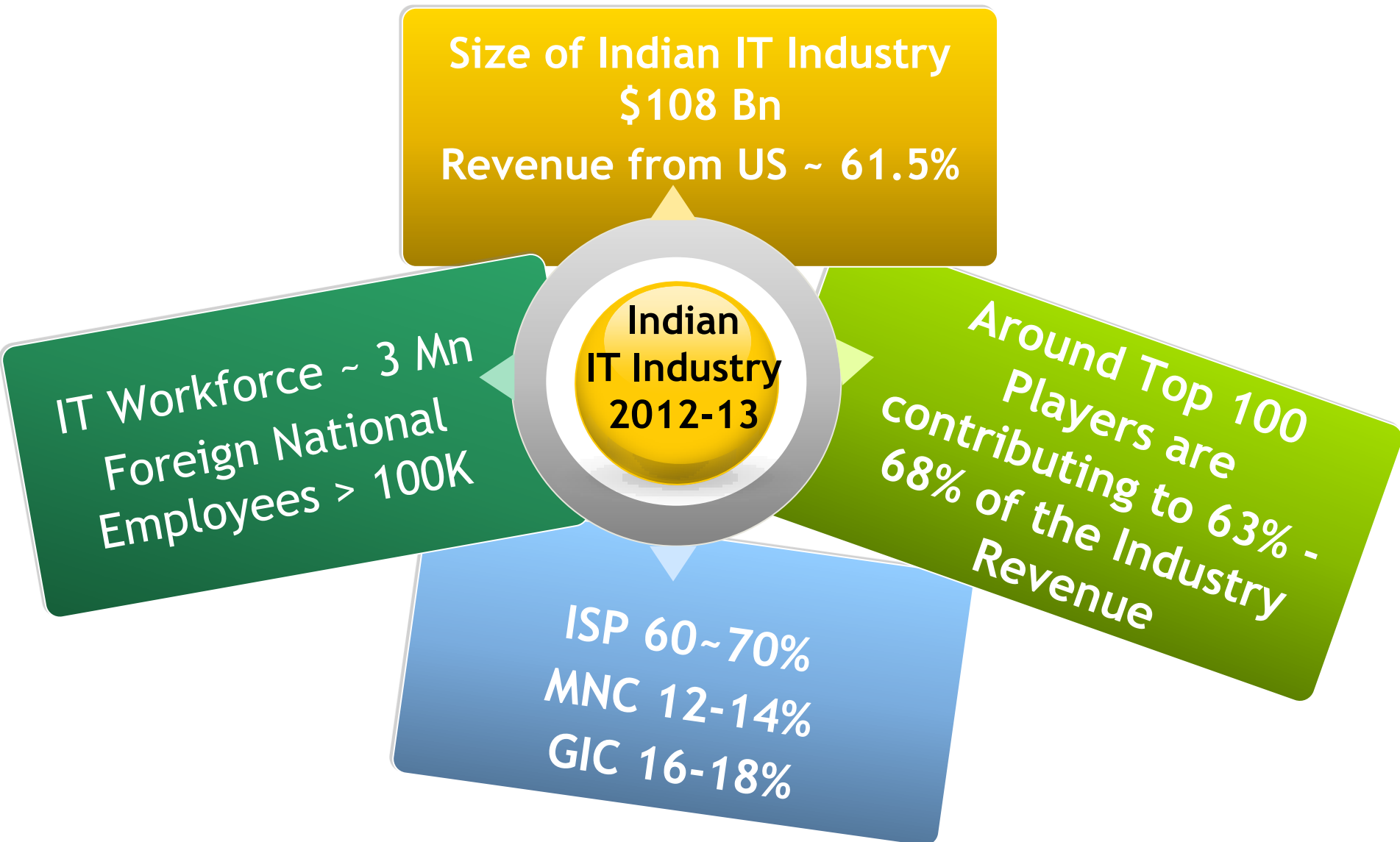




Pramod Pawar

28th August 2013





OUTPLACEMENT

Prohibitions on “OUTPLACEMENT”

15% or more of company’s workers in the US **prohibits** it from sending these **employees to work at their Customer’s Offices**

VISA LIMITES

Limits on VISA Allocation

(Year - VISA Holder to US Local Employees Ratio)

2015 - (75:25), 2016 - (65:35) & 2017 - **(50:50)**

FEES

Higher Fees for VISA Applications

(% Number of VISA Holders viz-a-viz Total Onsite Workforce in US and new VISA Fee structure)

For 30% to 50% Category ~ \$5,000 per application

For >50% Category ~ **\$10,000** per application

WAGES

Higher Wages for H1-B Workers

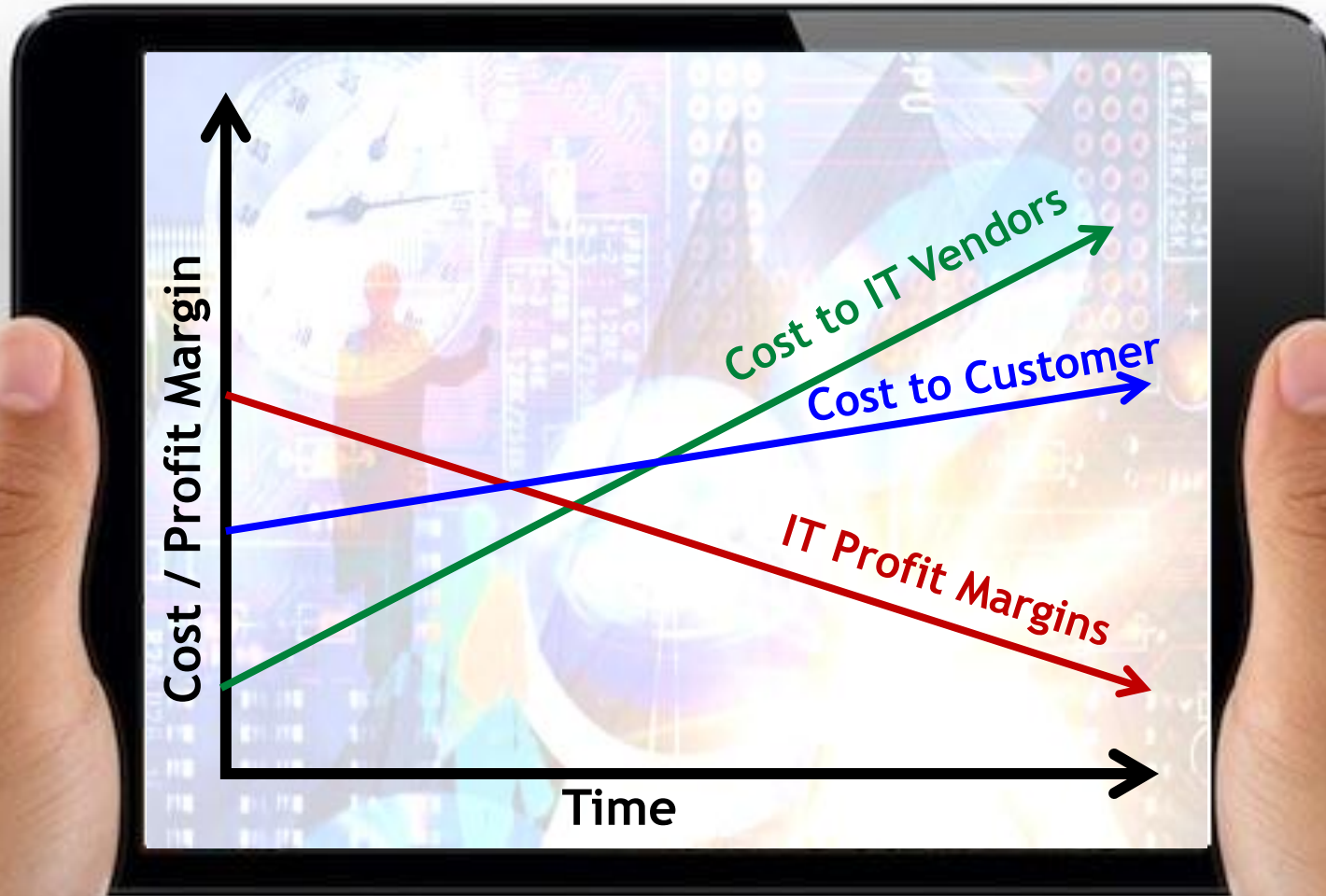
IT Vendors to follow new wages structure as defined by US DOL

Estimated additional **cost will be increased by 5% to 15%**

Key Reforms in the Bill



L&T Infotech *Immigration Reforms Implications*



*Profit Margins settling just above **Single Digits** for Indian IT Industry*



Slow recovery of Global Economy - Rebalancing Act

Explosion of Specialized/Industry Intelligent Solutions

Rapidly expanding technology consumption across the globe

Need to standardize IT Operations and align to Business

Technology Mega Trends demanding greater transformation

1

Accelerate Global Workforce Recruitment Engine

Invest in the Global Delivery Models - Operational Effectiveness

2

3

Business Model Innovations

Build SMAC based Industry Intelligent Solutions

4

5

Build strong partnerships for effective Global Delivery Model

Level Playing Field forming a Case of Equal Disadvantages

Profitable Sustainable Growth - Strategy

GTM STRATEGY

- Direct Sale - Service
- + IPs and Accelerators
- Indirect Sale (Multi-Product, Multi-Service)

PRICING STRATEGY

- Input Models
- Output Models
- Outcome Models
- New-Age Models

EXECUTION / DELIVERY STRATEGY

EXPERTISE

DEPLOYMENT

EXPERTISE

DEPLOYMENT

People

- Process/Project Mgt. Experts
- Basic Domain Experts
- Advanced Domain Experts
- Industry Recognized Thought Leaders

Process

- Standard Approach
- Repository & Best Practices
- Benchmark & Metrics
- Patented Process Flows

Technology

- Third Party/Customer S/W
- IPs and Accelerators
- Proprietary platforms
- Proprietary S/W Product

People

- Onsite
- Offshore
- Account
- Factory

Process

- Work-flows and custom developments
- Rules and Rating Engines
- ERP Configuration/Customization
- ERP + Customer Build Apps + BPM

Technology

- Customer Owned
- Private Cloud
- Public/Hybrid Cloud - Single Tenancy
- Multi-tenancy Cloud

Thank You



L&T Infotech

*Our Business Knowledge,
Your Winning Edge.*

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