LTI

Let's Solve

The Unlimited Enterprise:
LTI Cloud Solutions
& Services

9th June 2022

A Larsen & Toubro
Group Company

Top Challenges Faced by our Customers

| Cloud Migration | Achieving Business Goals | Managing Multi Cloud | Managing Cloud Spend | Managing Licenses | Skill Availability | Governance |

1 "We invested in cloud but now falling short of the business value realization goals ..."

2 "We would like to create a data-driven enterprise. How can cloud help accelerate our goal?"

3 "Help us exit our data centers, adopt cloud without disrupting my mission-critical business"

4 "Our cloud costs are accelerating contrary to our forecasts, and we need help bringing tighter governance through cloud ways of working"

5 "We want to build born-in-the-cloud products to power our business forward"

6 "Transform my ERP leveraging cloud/saas offerings to deliver cost, performance and uptime advantages"

7 How do I Modernize my Infrastructure and Applications in Cloud

8 "Help me operate my hybrid-cloud workloads and deliver continuous optimization"

Vision & Strategy

$$C = BT^2$$

Cloud Transformation @ Exponential Speed

To solve our customers' toughest challenges in adopting cloud @ scale through a purposeful, efficient and hyper-scalar aligned approach

Purpose led	Platform Enabled	Partner Aligned	Practitioner Delivered
C4X	**Infinity**	**AWS | Azure | GCP | SaaS**	**Rainmakers**
Purposeful Cloud (Industry, Function, Platform) enabled by LTI's North Star framework and Cloud Ways of Working	LTI's cloud transformation platform providing speed, scale and consistency	GTM & competency teams dedicated to partners	Elite team of consultants bringing a holistic approach for Cloud Journey

LT1

Purpose Led

Industry NorthStar

Utilities
Minimizing power disruptions and resource wastage

CPG
Faster time to market for new products and supply chain efficiencies

Manufacturing
Efficient manufacturing cycles with reduced OPEX

Automotive
New mobility services and autonomous driving

Insurance
Personalized experience and efficient risk management

Life Sciences
New drug launches with effective clinical trials

Oil & Gas
Digital oil fields for optimized production

Media & Entertainment
Content expansion and rich streaming with readiness for unpredictable demand

Banking & Financial Services
Personalized services through insights into customer behavior patterns

Platform Led

Infinity Cloud Platform to accelerate our customers' purposeful cloud journey

Infinity Industry North Star

| Financial Services | Manufacturing | Oil & Gas | CPG | Life Sciences | Utilities |

Industry process aligned
Cloud adoption from Decision to Operations

Infinity Marketplace

| Industry Purposeful Transformation | Cloud Engineering | Templated Migration | Portfolio Rejuvenation |
| ERP in the cloud | Security & Compliance | Autonomous Operations | FinOps |

75+ Cloud lifecycle solutions for faster Decision, Migration, Transformation & Governance

Infinity Cloud Lifecycle Capabilities

Industry Process
| Business Process Map |
| KPI |

Discovery
| Application | Infrastructure |
| ERP | Data |

Roadmap
| 6R Disposition | Simulation |
| Planning | Execution |

Cloud lifecycle acceleration for **100+** customers

Engineering
| DevSecOps | Resiliency |
| CWOW | RAD |

Transformation
| Containerization | DB Migrate |
| Deployment | PaaSification |

Management
| Policy & Compliance | WAR |
| Observability | Cost |

Cognitive engine Leverages knowledge, data and decision across Cloud transformation engagements

Infinity Platform Capabilities

| Open API | Industry Blueprints | Cognitive Engine | Telemetry | Security & RBAC |

Plug and play integration services augmenting Partner capabilities

60% Faster assessment

40% TCO Reduction

2X Faster migration

10X Faster DevOps automation

Partner Led

> LTI Expands Strategic relationship with Amazon Web Services
>
> Jun 2021

> LTI has Earned the Analytics on Azure Advance Specialization
>
> Sep 2021

> LTI has Successfully Renewed the Azure Expert MSP Accreditation
>
> Dec 2021

> LTI has Earned the SAP on Azure Advance Specialization
>
> Aug 2021

> LTI Launches Canvas, a Modern Software Engineering Platform for remote & Hybrid Workforce of Future
>
> Jul 8, 2020

> LTI has launched Accelerated Migration Program for SAP-Based Enterprises With Amazon Web Services
>
> FY, 2021

> LTI won the Snowflake partner of the Year award.
>
> FY, 2021

> LTI has Earned the Kubernetes on Microsoft Azure Advanced Specialization
>
> Dec 2021

> LTI has Earned the Modernization of Web Applications in Microsoft Azure Advance Specialization
>
> Jan 2022

> LTI has Earned the Windows Server and SQL Server Migration to Microsoft Azure Advance Specialization
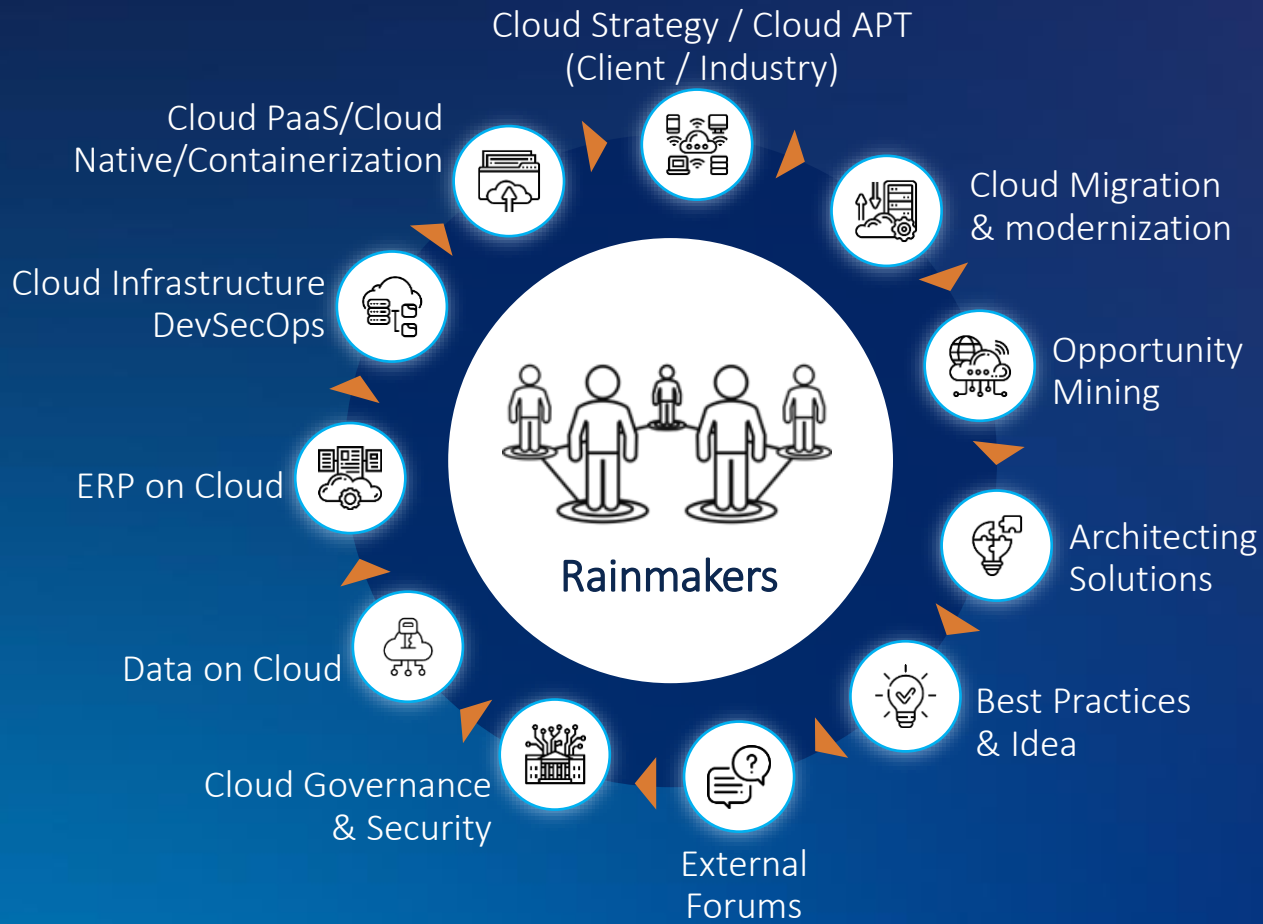>
> Dec 2021

> LTI Strengthens partnership with Microsoft by expanding a Strategic relationship through Project YODA
>
> Jul 2021

> LTI and IBM to Expand Global Alliance to Help Organizations Accelerate Digital Transformation with Open Hybrid Cloud
>
> Jan 2021

Google Cloud · snowflake · Microsoft · SAP · salesforce · servicenow · aws · ORACLE · IBM.

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Practitioner Led

Building an ecosystem for pervasive cloud adoption

Cloud Strategy / Cloud APT
(Client / Industry)

Cloud PaaS/Cloud
Native/Containerization

Cloud Migration
& modernization

Cloud Infrastructure
DevSecOps

Rainmakers

Opportunity
Mining

ERP on Cloud

Architecting
Solutions

Data on Cloud

Best Practices
& Idea

Cloud Governance
& Security

External
Forums

1500+ elite rainmakers driving Cloud Adoption across Customers

Strategic Customer
Engagement

Mine
Opportunities

Enablement

Collaboration

- Community of architect and cloud technologist

- Gain insights into customer business & technology strategy

- Shape cloud strategy for Client / Industry / DU / PU

- Drive standard cloud services and solutions across practice units

- Drive cloud enablement across Rainmaker community

- Create a central platform for information exchange

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We are Trusted Advisors Across Industries for Enterprise Cloud Transformation

BFSI	Manufacturing	Utilities, Energy, O&G	Media & Telecom	CPG,& Life Sciences	Technology
citi	OTIS	Chevron	Deutsche Telekom	P&G	CISCO
MarshMcLennan	Carrier	VEOLIA	VIACOMCBS	L'ORÉAL	Microsoft
THE WORLD BANK	SCANIA	ExxonMobil	FOX ENTERTAINMENT	COLGATE-PALMOLIVE	EY
ABSA	Schindler	OKQ8	erosnow	J&J	aws
Hoist Finance	L&T	PGE	SONY MUSIC	Pfizer	injazat
nets	CLARIOS	EVERSOURCE	Entercom	VIATRIS	INGRAM MICRO
HSBC	CAT	ConocoPhillips	horizon media	ResMed	Honeywell

Tier 1 — Highest Level of Partnership with all Hyperscalers

250 — Active Customers

40+ — Fortune 500 Customers

> 70% — YoY Growth

50% — Growth in Practitioners Count

100+ — Transformation Programs

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How our customers are leveraging Cloud solutions

Cloud Strategy & Implementation

Citi

LTI is responsible for build and management of **Hybrid/ Multi Cloud self service Marketplace managing 8000+ Environment**

Built hybrid **enterprise ECS** spanning across Private Cloud (Opsnshift) and Public Cloud (AWS, GCP)

Scalable DevOps platform based on LTI Infinity DevOps

40% tech debt reduction across 1800+ app transformed for interoperable **Cloud Native microservices**

Legacy Mainframe migration to Cloud (emulator + app transformation)

Platform Engineering

HSBC

Multi cloud Shared Services across Global Cards Systems (GCS) and RISK IT for cloud transformation

Sunsetting Mainframe and Lotus Notes with Cloud Native microservices based platform

Regulatory reporting visualisation, number collations, reconciliation to Regional Level and Global level

Multi cloud DevOps framework and automation (Terraform)

Cloud Native Data Lake

Citizens Bank

Challenges with **unreliable and aging on-prem legacy Data warehousing** system like Big insight, DataStage, IBM Hadoop and Netezza system.

Rebuild based on fully cloud native data solutions like **EMR, Athena / Lakeformation, Glue, Sage Maker.**

Stringent **CFG security and compliance mandate** for banking requirements.

Seamless scalability to run critical DW systems in **EMR/Hadoop.**

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How our customers are leveraging Cloud solutions

Application Modernization

VIACOMCBS

LTI was chosen as the partner-of-choice for all application modernizations on AWS by ViacomCBS.

Scope includes more than **500 large applications** across Viacom Group.

LTI is **executing Kubernetes based modernization** as Viacom doesn't want to go all AWS native.

It's all about pace. The entire project is delivered in **a 'factory-model' for 10 apps per month** with dedicated assessment, migration & operations team.

Cloud-Native Engineering

PGE

LTI was responsible for modernization of **Field Operations, Supply Chain and NextGen Customer experience** platforms covering 50K + users

Highly resilient and scalable **API, Microservices and service mesh** architecture with 99.99% availability

Core components on 120+ event based **Lambda function**, 350+ **containerized services on AWS. AWS SQS for event** streaming from field devices, substation and grid.

Datacenter Migration

ResMed

Exponential increase of Resmed respirators and ventilators usage during Pandemic which affected the performance of applications as the on-prem system could not scale.

LTI is helping Resmed **migrate their global data centers (6 in total) to AWS** with a globally distributed workload strategy and Zero downtime for critical workload

LTI also helped Resmed move their **application databases to Amazon RDS to** improve the scalability and availability of applications.

Faster DC migration at a rate of **100 servers per month** velocity

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How our customers are leveraging Cloud solutions

Cloud Native Engineering

MSCI

Cloud migration of **Global platforms serving 1700 + Customers in ESG portfolio**

OSS Application refactoring & containerization with Self service automation for deployment and Instrumentation with 40% cost optimization

Zero downtime deployment framework for hybrid cloud leveraging terraform and ADO

Centralized Search intelligence platform for observability across multi-clouster containers

Multi-Function AWS Partner

Carrier

LTI is helping Carrier **adopt AWS faster** by moving workloads across different functions including,

Legacy Applications

SAP

JDE

Modernization

24*7 Cloud Operations

On FinOps, LTI helped Carrier **save over $4M** per year with a product-led approach.

LTI also owns the **cloud security charter** at Carrier.

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How our customers are leveraging Cloud solutions

Mainframe Modernization

TRAVELERS

LTI is one of the strategic AWS partners at Travelers Insurance helping them on 3 key migrations,

Mainframe Modernization

OCP on AWS Migration

Data Platform Migration to AWS

Mainframe modernization covers over 110 legacy mainframe applications, some of them are over 50 years old.

The mainframe modernization will help the customer **save over 25% of their IT spend** and improve agility of the IT systems.

Cloud Managed Services

CMA CGM

Cloud Managed Services covering all Cloud Dispositions **(Cloud Ready, Optimised and Native)**

Detailed, Customised **On-boarding processes** from Migration to Cloud Operations

Cloud Operations will cover the estate of over 200 applications on AWS

Service Catalgoue based consumption aligned to AWS catalogue, flexible commercial construct

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