

LTIMindtree's Cloud & Infrastructure capabilities

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Our Cognitive Infrastructure Services Overview

OUR UNIQUITY

- # 1 Support and Engineering Partner to a large hyper scalar
- Delivering 100% system resiliency for a large NE American Utility provider
- Empowering Connected Workers with Resilient IT/OT Support for a Fortune 10 O&G Leader
- Advancing Sustainable IT for a Leading European Farm Machinery Manufacturer

Gartner
Visionary in public Cloud transformation Services & DC Outsourcing

IN NUMBERS

- **125MN+** MANAGED COMPUTE CORES
- **500K+** MANAGED NETWORK DEVICES
- **1 MN+** MANAGED END USER DEVICES
- **99%** RETENTION RATE 2X GROWTH IN NEW LOGOS
- **250+** TRANSFORMATION ENGAGEMENTS

FORRESTER
Application Modernization and Migration 2023" report: Recognized as "Large Player"

OUR PURPOSE

Transform to Cognitive Infrastructure that is Resilient, Agile, Scalable and Secure, powered by AI solutions and insights

ISG
Leader in Future of Work-Services 2023

& OUR ECOSYSTEM

Microsoft Azure | aws | Google Cloud Partner | Hewlett Packard Enterprise | DELL Technologies | CISCO | IBM
COHESITY | rubrik | ScienceLogic | servicenow | sedai | CoreWeave | EQUINIX

AVASANT
DC Managed Services 2023-24 Market Insights" report: Identified as "Leader"

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Our Solves for Imperatives enabled by our Practices

Foster groundbreaking innovations at scale

COGNITIVE FOUNDATION

Delivering Intelligent Orchestration and Management of Heterogenous Infrastructure & Cognitive Networks

Click to Know More

AI FIRST WORKPLACE

Elevate Workforce Experience through Hyper-Personalization, empathetic agility, enabling ease of work & Hyper Collaboration for AI augmented hybrid workforces

Click to Know More

ADAPTIVE TOOLS FABRIC

Paradigm Shift to Self-Operating Systems with Knowledge Network where Humans and Machines Work Together

Click to Know More

PLATFORMS FOR THE FUTURE

Focusses on building Purpose-built Platforms, Industry Cloud Platforms, Foundational Readiness for Integrating AI & Edge into Mainstream Consumption

Click to Know More

SOLUTIONS

- Cloud Continuum (Private, Public & Edge)
- Data Infrastructure Optimization
- Digital System Resiliency
- Network Fabric

- Human-Centric AI Service Desk
- Workplace Observability, UXP
- Modernization & Engineering Services
- Productivity & Collaboration Services

- Full Stack Observability & AIOps Platform
- RelAIbility Platform
- Asset Intelligence, AI-TAM
- ServiceOps

- Hybrid AI Stack
- Industry Cloud Platforms
- Intelligent Edge
- Native Computing Foundation

SOLVING FOR IMPERATIVES

SYSTEM RESILIENCY AND HARMONIZED TECH

HIGH PERFORMANCE OPS AND HYPER PERSONALIZATION

HIGH PERFORMANCE OPS AND HYPER PERSONALIZATION

FUTURE PROOF THE FOUNDATION

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Key Solves across our offers

Cognitive Foundation

EVERSOURCE

Delivering 100% Resiliency during STORM Support by building a comprehensive service map & business objectives aligned service catalog

BLACK & VEATCH

Transform IT estate by modernizing to Hybrid Cloud (95% N-1 systems, 80% SDWAN) | 60% resiliency improved with Enterprise observability and AIOps

exyte

Modernized Backup Services & during the Ransomware Attack, **100% Resiliency, recovered from Ransomware in 7 Days with Zero Ransom**

Adaptive Tools Fabric

Paramount

Delivering **80% Improvement in MTTR & MTBF and ~3Mn** in Operational Efficiencies Gains by adopting AIOps Platform

L'ORÉAL

Delivering 5 on 5 CSAT & >$1Mn Savings in **ServiceOps** Efficiencies by leveraging iMIM Platform to drive outcome driven Service Integration

Lincoln Financial Group

Improve business application **reliability by 95%** while reducing toil by 55% through **automation** first strategy

AI First Workplace

Banfield PET HOSPITAL

Elevating user experience by 70% with persona-based support for critical care

maurices

Improved **Store productivity** by 35% and **business user experience** by 55% with persona-based support

currys

>96% Customer Satisfaction & ~34% Ticket Reduction delivered by implementing Omnichannel Support Model Enabled through Hyper Automation Services

Platforms for the Future

DeLaval

Driving Sustainable IT through Carbon emission reduction by 20%

HoistFinance

Enabling new **growth avenues** with LTIM Bank in a box solution

Chevron

Enabling **Connected Workers** by delivering **resilient support of mission critical IT/OT** infrastructure

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Our Cloud Transformation Capabilities

Azure

50+ IPs on Marketplace | **10K+ Azure Consultants** | **MS Azure Expert Managed Service Provider**

Highlights

- 60% of Azure Backbone Operations Globally
- Tier 1 Cloud Reseller in 7 regions covering USA, Europe, MEA and APAC
- 75K+ VMs and Servers Migrated to Azure across our clients

Key Logos

Chevron, Honeywell, Microsoft, REV Vehicles for life, OTIS, CHUBB

Success Stories

45% Apps on PaaS | 15K VM workload migrated for Energy Major

Re-Architect Cloud Organization | DevOps | Ent. Apps for Elevator Giant

50% Tech-Debt Reduction for Automotive client

Google Cloud

2K+ GCP Consultants | **GCP Premier Partner** | **15+ IPs and Accelerators for GCP**

Highlights

- 30+ Enterprise Workload Transformation success stories across industries
- IP to drive end-to-end Migration of workload to GCP
- Data Engineering IPs available across GCP Marketplace

Key Logos

MARSH & McLENNAN COMPANIES, P&G, Johnson Controls, INGRAM MICRO, L'ORÉAL, Paramount, CISCO

Success Stories

Migrate Global SAP Workload on GCP for JCI

Accelerated Application Migration for FMCG Major

Create Nextgen Data Platform on GCP for MFG Client

aws

#1 SI In India (PowerUp) | **AWS Premier Partnership** | **5 IPs for Cloud Transformation**

Highlights

- 20+ Enterprise Workload Transformation (ERP/Non-ERP) across Industries
- World's renowned success stories for SAP on Cloud
- 1000+ Consultants transforming AWS workload for clients

Key Logos

Carrier, PHILLIPS 66, BAKELITE, TEREX, VIACOMCBS

Success Stories

Migrate Global SAP Workload on AWS for HVAC Giant

40% Native Application Migration for Energy Client

EBS Workload transformation on Cranes Company

Rapid Assessment | Faster Migration >> **LTIMindtree Infinity** << Better FinOps | Hybrid Cloud Governance at Scale

Impulse Mainframe Modernization Platform

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Case Study – Oil and Gas Major (Chevron)

Salient Facts

- **15000+ Servers (~8K Azure | ~7K Private cloud)**
- **400+** Consultants
- **10+** Year of Engagement
- **# OF TICKETS:** ~75 K Annually
- **REGIONAL COVERAGE:** Americas (US, Canada)| EMEA (Netherland, France, Nigeria, Angola) | APAC (Thailand, Singapore, China, Australia, Japan)

Technology

Azure | ServiceNow | Ansible | Azure DevOps | CISCO Hyperflex | BMC Control-M | VMWare

IP Coverage

LTI SIAMNxt **LTI AaaS** **LTI Infinity Platform**

LTI WaaS **LTI Digital ITSM4**

200+ Automation Initiatives Implemented

$8.5 Mn Annualized Cost Savings

ASK

- Higher service disruption with lower resolution & process compliance
- Higher cost of operations not in line with the industry benchmarks.
- Less responsive & inflexible services with inability to scale up & down as per business requirement

OUR WORK

Transform to Productized IT and SRE Led Ops

- Drive Service Squad for Run Ops | Agile delivery for change and Release Mgmt. | Applistructure to Drive SRE led support across stacks
- Setup Cloud Mgmt. & Brokerage platform with integrated ServiceNow CMP and Apptio for Charge-back model with Live dashboards and cost prediction

Automation, DevOps and Innovation

- LTI's Automation-As-A-Service to drive high-value automation (Infra-as-a-Code)
- DevOps Model to migrate ops workload from legacy datacenter to Azure and Hyperflex (2000 servers)
- LTI SIAMNxt to set up a Strategic Control Layer to enable Service integrations across teams and partners
- LTI Batch-Management-As-A-Service platform for workload automation to improve production workload efficiency

RESULTS

- **45K Annualized hours** saved by Automation-as-a-Service
- **58% reduction** in request/ incident time
- **Zero unplanned outage** in 24 months by predictive monitoring
- **80% reduction** in workload automation
- **60% improvement** in Job execution by leveraging As-A-Service model (BMaaS)
- **40% improvement** in AGILE Sprint Velocity in span of 2 Program increments

KEY TAKEAWAY

DevOps Transformation – across entire IT stack from asset-based delivery

AGILE Alignment – Productized IT transformation

Hybrid Cloud Delivery with Global Reach – presence is more than 95 countries

Scale – Large Infrastructure scale across Azure and Private Cloud Estate

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Global HVAC Client (Carrier)

Salient Facts

- In-scope towers: **EUC, Server, DB, & Cloud**
- **100+** Consultants
- **18+** Years of Engagement
- **# OF TECHNICAL TICKETS:** ~60K Annually
- **REGIONAL COVERAGE:** Americas (Canada, US, Mexico), EMEA (Netherlands, UK, Belgium, Germany, Dubai, UAE), APAC (Australia, Hong Kong, China, Singapore)

Landscape

- 5300 On-premise servers: 1600 Windows, 3700 Linux
- 3330 Cloud servers: 1730 on Azure, 1600 on AWS
- 800+ DBs (Oracle, MSSQL, PostgreSQL, MariaDB, RDS)
- 65000+ mailboxes

50+ Automation Initiatives Implemented

50% Reduction in Tickets

ASK

- Reduction in HVAC maint. consistency issues due to lifecycle mgmt. delays
- Reduction in the delays in Order processing due to availability of critical biz. systems
- Improvement in 'Speed to Market' leveraging Digital Enablement
- Reduction in hosting cost
- Secure Business Ops for end user buying through B2C

OUR WORK

Converged Ops across Apps, Infra, and EUC:

- Integrated Command Center | Cross-trained 1.5 Team | Automation through an in-house developed tool

Automated Operations:

- Cloud lifecycle management
- Identification of unattached disks and IPs
- Server patching
- Access management
- Server provisioning and decommissioning
- Centralized tagging

Multi-Cloud management:

- Availability of on-premise, Azure, and AWS workloads
- Backup tracking and management
- Comprehensive reports
- Single pane of glass
- MyReport Portal to drive service brokerage and Cloud Cost Management

RESULTS

- 20% FinOps Reduction ($3.8 Mn Annualized) on Cloud Spends
- 50% reduction of L2/L3 Resource occupancy through Converged Ops
- 35% cost reduction through automation of Cloud Lifecycle Management
- 98% compliance through LTI's InfinityEnsure platform
- Enterprise PaaS Support enabled through Hybrid Cloud Ops Team

KEY TAKEAWAY

Tool-driven Operations – Monitoring, management, and automation

NextGen Operating Model – Multi-Cloud Converged Operations – a paradigm shift from the traditional, siloed model

Business Aligned – LTI as a strategic partner and transformation leader

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Case study – US Utilities Major (Eversource)

Salient Facts

- In-scope towers: **DC ,Cloud , Server , Storage , Backup , Database Middleware, SD & EUC**
- **220+** Consultants
- **3+** Years of Engagement
- **# OF TECHNICAL TICKETS:** ~60K Annually
- **REGIONAL COVERAGE:** USA and India

Landscape

- 13000+ users, 5000+ on-prem servers (Windows, Linux ,Citrix and AIX)
- Private Cloud (Nutanix , VMware, Azure Stack)
- 1000+ Azure VMs
- 1700+ Databases (Oracle, MSSQL)
- 3900+ TB Storage
- 12 monitoring tools

50+ Automation Initiatives Implemented

50% Reduction in Tickets

ASK

- Hybrid Cloud Support (VMWare + HCI based Private Cloud , Public Cloud
- Reduced cost of ops in line with industry benchmark
- Transform Infrastructure by leveraging AI/ML and tools driven automation
- Increase Compliance and observability of the IT environment
- Modernization of the IT infrastructure through the adoption of new-age tech

OUR WORK

Converged Ops across Apps, Infra, and EUC:

- Integrated Command Center | Nextgen Service desk with Self-Service | Cross-trained 1.5 Team | Extreme automation through ServiceNow ITOM

Automated Operations:

ServiceNow ITOM driven transformation through:

- **Centralized monitoring** (Event correlation, de-duplication, and consolidation)
- Tools based Patching, Capacity & Problem Management
- Self-heal/ Self-service operations
- Automated (on-prem & Cloud) server provisioning

ServiceNow as IT One-Stop-Shop:

- ITSM, Discovery, Orchestration, Event Mgmt., Asset **Mgmt., FSM, and Performance Analytics**
- **100+ service catalogs**
- Customized CM and onboarding process
- Metric-driven reporting through PA
- **Int. with SailPoint IIQ for app access provisioning**

Personalization:

- Service delivery contextualized to various personas in the client org| 1000+ customized reports

RESULTS

- 30%+ Service Requests handled by Self Service Automation through ServiceNow ITOM
- Overall Incidents **Reduced by 60%**
- **Automated Infra Resource Management** using Turbonomics
- **Reduced >50% Infra Tech Debt**
- >50% SR's Automated /Month
- Incident MTTR reduced by 60%
- 100% Migration from SAN to Flash Based Array
- **Service Mapped Applications** with a **single pane of glass** view for entire application stack
- **99% CMDB efficacy**
- **$ 1.7 Mn cost savings** through automation, capacity planning, and right-shoring in FY '21
- ~12 FTE savings through extreme automation in FY '21
- Achievement of Business KPIs in addition to operational KPIs through business to application to infrastructure mapping

KEY TAKEAWAY

ServiceNow-driven E2E Infra Transformation – Monitoring, management, and automation

NextGen Operating Model – Converged Operations – a paradigm shift from the traditional, siloed model

Business Aligned – LTI as a strategic partner and transformation leader

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Cognitive Foundation

amplifying Value Realization of Digital Transformations

Our Capabilities

CLOUD CONTINUUM

Purposeful Workload Placements to deliver Value Continuum to Enterprise's Growing Reliance on Heterogenous Environments (Core to Edge)

DATA INFRASTRUCTURE

Improve Efficiency, Performance & Reliability of Enterprise's Data Systems by adopting Hybrid or Adjacent Storage Solutions & Modern Backup Solutions

DIGITAL SYSTEM RESILIENCY

Build Resiliency across Cloud Continuum by architecting for chaos, full stack Observability & adopting strategies for seamless Workload Portability

NETWORK FABRIC

Transform Network to a fabric topology, adopt Digital Twin approach to Simplify & Enhance Performance in today's Heterogenous Environment

Experience & Evidence				
	60% Azure Operations Globally	**100 +** Enterprise customers	**350** Automation Use Cases	**#Tier 1** Cloud reseller in 7 regions

Powered by

LTIM Infinity Platform
Assists our client in managing end-to-end cloud ecosystem with proven processes, tools and framework

Cognitive Command Center
Scalable converged Operations framework based on SRE and AIOps

Bot Library
5000+ bots to drive end-to-end cloud Lifecyle automation leveraging Cloud Formation, Infra-as-a-code, ServiceNow

M&A-As-A-Service
Framework, tools and accelerators for rapid cutover of Cloud assets and Take-0 ops

CloudExperienz
End-To-End Observability, AIOps and Digital Twin platform

SmartEdgeOT
End-To-End OT infrastructure lifecycle support and modernization framework and stack

ACROSS OUR CLIENTS

End-To-End OT and Enterprise Network Modernization and Support for 45+ CIs

Chevron

Improved resiliency to 99.95% | 23% effort reduction via automation | 45% cost reduction by converged Ops | Tech-Debt reduced by 45

Modernize and Support Hybrid Cloud Infrastructure for 5K+ Servers

85% of workload migration to AWS and Azure| improve backup resiliency to 99.2% from 85% | 30% reduction in cloud cost via FinOps | 100% uptime for all critical function | 85% First-Level Resolution

TEREX

AI-Led Hybrid Cloud Operations across Azure HCI Stack

EVERSOURCE

Improved resiliency to 99.95% | 23% effort reduction via automation | 45% cost reduction by converged Ops | Tech-Debt reduced by 45

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AI-First Workplace

driving empathetic agility for today's AI Augmented Workforce

Our Capabilities

HUMAN-CENTRIC AI SERVICE DESK

Balances automated efficiency enabled by Digital Assistants with empathetic human-led interactions delivering well rounded Hyper-Personalized IT Services

WORKPLACE OBSERVABILITY (UXP)

Delivers hyper-personalization enabled by Experience Management & automation platform, User Centric Insights., Proactive and Sustainable IT

MODERNIZATION & ENGINEERING SERVICES

Simplifies Full Life Cycle Mgmt., & Oversight of diverse devices, apps & data with Imaging, App. Packaging, Centralizing Computing (VDI) & built in security from Chip to Cloud

PRODUCTIVITY & COLLABORATION SERVICES

Synergize Workforce, Enhance Business Processes & Drive Efficiencies by integrating Productivity Tools with Copilot and bring together Back & Front Office by modernizing UCaaS

Experience & Evidence				
	190K Monthly ticket inflow	**1.1 M** End Users	**450K** Devices managed	**~ 80 M** Revenue

Powered by

Follow-Me-IT (FIT)
FIT Drives Work-from –Anywhere concept with Integrated SD, Auto-heal, & collabo-ration Platform

Auto-Heal Platform
Drive Auto-heal solutions like access management, app crash without human interventions

Experience Monitoring
ServiceNow Integrated Exp. Monitoring solution to measure and improve user exp

Persona Database
20+ industrial and C Level personas to drive customized services & experience

Bot Library
500+ plug-n-play Bot Library to drive accelerated Self-Service, Catalogue Automation for clients

ACROSS OUR CLIENTS

Banfield PET HOSPITAL

Empathy driven Service Desk with Self service & Bot enabled

19k Users across 1000+ Hospitals
Backlog reduced by 80% | Improved call rates by 70%, Abandoned rate < 5%
Drive Empathy for Pet Parents and customize service | Automation Roadmap with Chatbots and self-service

Next-Gen and AI driven service desk enhancing user experience & efficiency

8.5K users| 8 languages | 2000- Mobile Devices | 87 sites across 3 regions | 85% First-Level Resolution | 9K+ tickets moved Shift-Left annually | 15 Secs Response time for calls | User CSAT of 4.8

TEREX

AI-Led & Personalized workplace services

EVERSOURCE

US centric Workplace services for 13K users| 8 languages | Drive Personalization | Compassionate Change Management | Maturity of Workplace Services with VDI, MDM | Eliminate 23% of tickets | 20+ catalogues automated | Improve user CSAT to 4.2/5 from 3

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Adaptive Fabric Ops

enabling Biz-Tech Harmony, BizDevOps

Our Capabilities

AI DRIVEN OBSERVABILITY

Break Data & Team Silos with Full-Stack Observability enabled by Business Service Mapping & AIOps for enhanced Problem Resolution, Optimized Stack Performance and Informed Decision Making

RELIABILITY PLATFORM

Embed Business to IT by measuring what matters the most. Adopt Service Level Objectives, Error Budget and NFR based Chaos Engineering for delivering Reliable Experience

ASSET INTELLIGENCE (AI-TAM)

Enhanced Security, Audit Compliance, Operational Efficiency & License Optimization with AI Powered Platform for Full Visibility of IT Infrastructure, Assets, Licenses & SaaS applications

AI SERVICEOPS MANAGEMENT (AI-SOM)

Integrate IT Service & Operations Management to improve efficiency, resilience, cost-effectiveness & service value stream optimization

Experience & Evidence				
	1000 + Process automation	**99%** Customer retention	**25K** Certifications	**> 70%** Effort savings in hrs

Powered by

LTI Infinity Platform
Assists our client in managing end-to-end cloud ecosystem with proven processes, tools and framework

Full Stack Digital Ops (FSDO)
Scalable converged Operations framework based on SRE and AIOps

Bot Library
300+ bots to drive end-to-end cloud Lifecyle automation leveraging Cloud Formation, ARM, ServiceNow

M-Watch
AIOps driven Ent. Monitoring Solution to drive End-to-end hybrid cloud and app monitoring

M&A Toolkit
Framework, tools and accelerators for rapid cutover of Cloud assets and Take-0 ops

RapidAdopt
Assessment and migration tool to drive rapid cloud migration from Co-lo, Hyper-scalar or on-premise environment

CIS Control Kit
Automated compliance toolkit to implement CIS controls across Cloud and Co-Lo and DC assets

CloudEnsure
Cloud Management Platform to govern Hybrid cloud stack from service, FInOps, compliance, tagging and dashboard perspective

ACROSS OUR CLIENTS

Carrier

Tool Driven & Efficient operations driving value to business

Integrated Command Center | Infra-as-a-code Enabled 15% FinOps Reduction on Cloud Spends | 7% reduction of L2/L3 via Converged Ops | 1.5M Cloud Spend Annual Savings for client | 35% cost reduction through automation of Cloud Lifecycle Management

Script Driven Automation & ready to use ServiceNow MSP

Sundyne

Integrated Command Center | Cross-trained 1.5 Team | Script-driven automation | ~25% reduction in major incidents | ~60% reduction in server provisioning time | Increase in user satisfaction index up to 90% | 99% CMDB accuracy

EVERSOURCE

Hyper-converged operations – "Operate to Thrive"

Integrated Command Center | Nextgen Service desk with Self-Service | Cross-trained 1.5 Team | Extreme automation through ServiceNow ITOM | 30%+ SRs automated through ServiceNow ITOM | Overall Incidents Reduced by 60% | Alert Incidents Reduced by 75%

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Platforms for the Future

Integrating AI into Cognitive Foundation

Our Capabilities

HYBRID AI STACK

Integrating Foundational Systems with AI Systems by enabling enterprise with AI Infrastructure Readiness Index, transforming Data Pathways, Sizing for Computational Power & Orchestrating efficiently AI Workloads

INDUSTRY CLOUD PLATFORMS

Accelerate Innovation & Secure by Design by adopting Pre-built, Validated Landings for Industry Solutions for Banking, Financial, Media, Entertainment & Industrial Services

INTELLIGENT EDGE

Reduced Latency, Enhanced Reliability, Scalability & Security enabled by transforming edge with Convergence of IT/OT & Intelligent Edge Computing Paradigm for Real-Time Data Processing

NATIVE COMPUTING FOUNDATION

Achieve Vendor Neutrality and Realize full Value of Cloud Continuum by adopting Open Stack

Experience & Evidence				
	3000+ Trained professionals	**2500+** AI BOT library	**25K** Certifications	**> 50%** Effort savings at L2/I3

Powered by

LTIM Canvas AI
Assists our client in managing end-to-end cloud ecosystem with proven processes, tools and framework

Pre-built Navigators and Platforms:
In house tools help organizations experiment, scale, and reimagine their AI solutions efficiently

Bot Library
300+ bots to drive end-to-end cloud Lifecyle automation leveraging Cloud Formation, ARM, ServiceNow

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Cloud Management Platform to govern Hybrid cloud stack from service, FInOps, compliance, tagging and dashboard perspective

ACROSS OUR CLIENTS

Honeywell — **Enterprise Digital platform driving IT, Employee & SecOps transformation**

30% faster Major incident resolution | 3300+ Requisition created Post GO LIVE spanning 52 countries | 2500+ ONB Case created spanning 51 Countries | Up to 30% reduction in MTTR for Vulnerability remediation
50+ IT Policies | 1200+ Control Statements & 1000+ Vendor Engagements Migrated

Transformation to a Digital Forerunner in Debt restructuring services — **HoistFinance**

96.3% Reduction in manual efforts | 70% Converged Ops resolution & request fulfilment achieved
Improved customer satisfaction and user experience| Automated license management | Purposeful AIOps adoption | ServiceNow enhancements & workflow-based solution

Paramount — **Alert fatigue reduction leveraging AIOps platform**

2.74 Mn Cost savings by identifying & removing idle resources in AWS | 80% White noise reduction | 55% - 75% Reduction in resolution time for P0 and P1 | 42% Productivity gains, 3400 hours returned

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Thank You



LTIMindtree

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CIS Focus Areas: Market & Opportunities

1. NETWORK TRANSFORMATION & STANDARDIZATION	2. OBSERVABILITY	3. DATA & SYSTEM RESILIENCY	4. TECH-REFRESH & HARMONIZED TECH	5. SOVEREIGN + HYBRID CLOUD
CHALLENGES				
• Legacy & Heterogenous Network Devices • OT Network – Complex & Isolated • Different OEM Devices	• Many tools – average 20+ • Siloed Islands - Multiple teams • Discrete Operations or Initial stages of converged operations	• Shut down of IT & business during Cyber & Ransom Attack • Leakage of user & business data • Traditional Data Protection	• VMware Changed Licensing model – non-flexible + costly • VxRail no more OEM support • Legacy Tech needs to refresh in AI Era	• Need for Sovereign cloud increased for data control • Traditional Approach of Application Refactoring is taking longer • Need for Faster Industry Hybrid Cloud Setup
SOLUTIONS				
• Office Network Standardization • OT – Network Standardization • Vendor Consolidation	• Full Stack Observability • Automate/Shift-Left L1 and L2 • Workflow Automation: Batch Jobs	• Resiliency during Cyber & Ransomware Attack • System & User Data Protection • Modernize Traditional Backup	• VMware take-out to Nutanix RHV / Redhat Openshift • VxRail takeout to DAP • Legacy Tech Refresh	• Zero Cost Sovereign/Hybrid Cloud assess, setup & migrate • Modernize Apps – Infuse AI • AI Driven Industry Cloud Setup
OPPORTUNITY				
• Project: $2.5-3M • Project with Devices: $4-5M • Managed Support: $2-3M	• Project: $1-2M • Managed Support: $2-3M • Workflow Automation: $1-2M	• Project: $0.5 - $1M • Project with License: $2-4M • Managed Support: $1-2M	• Project: $0.5 - $1M • Project + Device/License: $2-$3M • Managed Support: $2-$3M	• Project: $1 - $2M • Project+Subscribtion/Device : $2-$3M • Managed Support: $2-$3M
ENGAGEMENTS				
• Exyte, Knauf, Bilfinger	• Renesas, CCH, Knauf, Phillips, Daimler, Carl Zeiss	• Gunnebo, Exyte, Knauf, FSL	• Dyson, Bilfinger, SSP	• Cyprus Gov, Dyson, Lufthansa

Agentic AI + HIL Ops

- **Avg. Transformation Projects: $4.5-$9M**
- **Projects+License/Devices: $10-$16M**
- **Managed Support: $8-$13M**

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Focus Areas

NETWORK TRANSFORMATION & STANDARDIZATION	OBSERVABILITY	DATA & SYSTEM RESILIENCY	TECH-REFRESH & HARMONIZED TECH	SOVEREIGN + HYBRID CLOUD
CHALLENGES				
• Legacy & Heterogenous Network Devices • OT Network – Complex & Isolated • Different OEM Devices	• Many tools – average 20+ • Siloed Islands - Multiple teams • Discrete Operations or Initial stages of converged operations	• Shut down of IT & business during Cyber & Ransom Attack • Leakage of user & business data • Traditional Data Protection	• VMware Changed Licensing model – non-flexible + costly • VxRail no more OEM support • Legacy Tech needs to refresh in AI Era	• Need for Sovereign cloud increased for data control • Traditional Approach of Application Refactoring is taking longer • Need for Faster Industry Hybrid Cloud Setup
SOLUTIONS				
• Office Network Standardization • OT – Network Standardization • Vendor Consolidation	• Full Stack Observability • Automate/Shift-Left L1 and L2 • Workflow Automation: Batch Jobs	• Resiliency during Cyber & Ransomware Attack • System & User Data Protection • Modernize Traditional Backup	• VMware take-out to Nutanix RHV / Redhat Openshift • VxRail takeout to DAP • Legacy Tech Refresh	• Setup Sovereign Cloud • Modernize Apps – Infuse AI at each layer • Automate Industry Cloud Setup
OPPORTUNITY				
• Standardization Project: $2.5-3M • Project with Devices: $4-5M • Managed Support: $4-5M	• Observability: $2-3M • Agentic AI+ HILOps: $4-5M • Workflow Automation: $1-2M	• Resiliency Project: $0.5 - $1M • Project with License: $2-4M • Managed Support: $1-2M	• Project: $0.5 - $1M • Project + Device/License: $2-$3M • Managed Support: $2-$3M	• Project: $1 - $2M • Project+Subscribtion/Device: $2-$3M • Managed Support: $2-$3M

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