

G Cloud 15 – Framework Service Definition

Crown Commercial Service

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Contact Information

For further information and discussions, please contact	
Name	Peter Gill
Designation	AVP and Head of UK Public Sector Sales
Address	Infosys Limited
Phone	+44 7391393866
Email	peter.gill@infosys.com

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Table of Contents

- 1. Service Overview 6
- 2. Service Description 9
- 3. Tools and Accelerators 12
- 4. Credentials..... 13

Index of Figures

Figure 1. Oracle IaaS cloud differentiation 6

Figure 2. Infosys OCI Credentials 8

Figure 3. Exclusive OCI Migration offerings for Agencies 9

Figure 4. Infosys expertise in Oracle IaaS Cloud Methodology 10

Figure 5. Infosys Migration Methodology to Oracle IaaS Cloud 10

Figure 6. Infosys Tools and Accelerators 12

Figure 7. Snapshot of OCI Success Stories 14

Index of Tables

Table 1. Oracle Cloud Infrastructure engagements..... 14

1. Service Overview

Infrastructure as a Service (IaaS) is the solution for availability of virtual computing resource over the internet, which is getting very popular among customers as it provides an alternative low-cost hosting solution, as opposed to maintaining own data centre and physical servers. Oracle IaaS Cloud called Oracle Cloud Infrastructure (OCI) manages the infrastructure for hosting both Oracle and non-Oracle workloads. Customers can install, configure and manage applications, operating systems, network, storage and security according to their needs. Oracle IaaS offers different types of computing options — shared (multitenant), dedicated bare-metal servers, and high-performance engineered systems.

The Oracle IaaS cloud differentiation can be depicted in the below diagram:

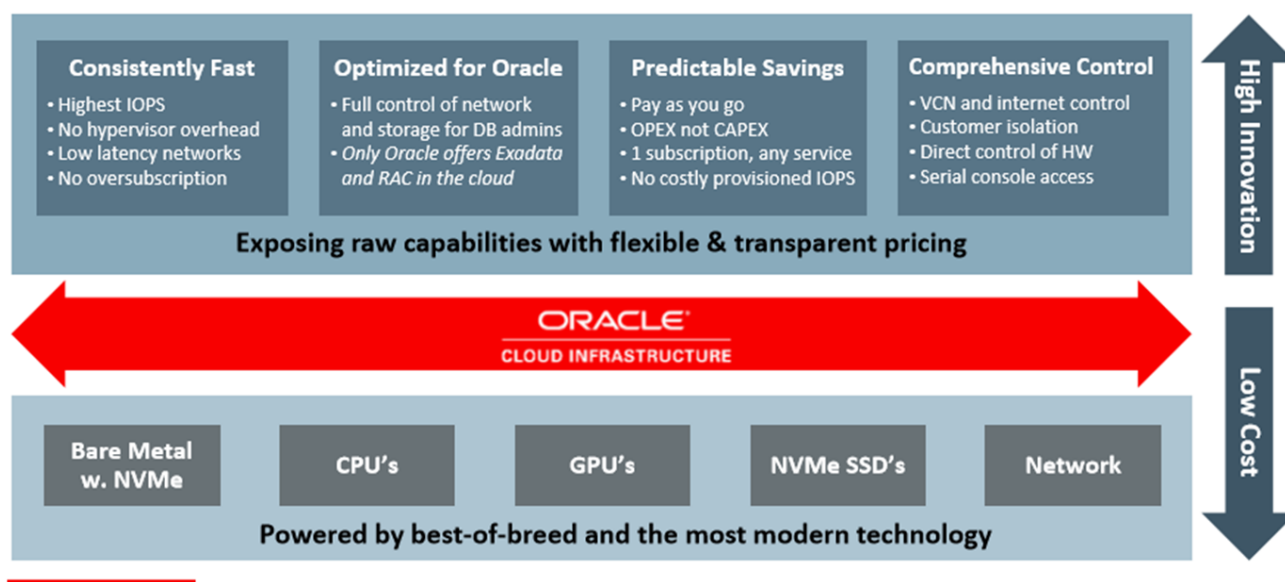


Figure 1. Oracle IaaS cloud differentiation

Infosys is the **first-ever global systems integrator** to be certified as an **Oracle Managed Service Provider (MSP)**.

Infosys is recognised and supported by the Oracle Corporation as one of its highest valued services partners and is proud to be an [Oracle Certified System Integrator Partner](#), currently holding Oracle's highest level of partnership—Level 4 in the Oracle Partner Network (OPN). This elite, invite-only status is extended to a select group of global system integrators, reflecting our deep collaboration and strategic alignment with Oracle.

Infosys and Oracle have worked closely in multiple client situations to provide best-in-class Oracle implementations and support services. Infosys has also collaborated with Oracle to open an innovation centre in Oracle HQ to showcase Infosys IP solution, co-developed solution and industry solutions and accelerators developed using Oracle ERP and technologies. These accomplishments highlight Infosys thought leadership and investment priorities. Infosys Oracle Innovation Centre is the state-of-the-art facility jointly established by Infosys Technologies and Oracle Corporation at Oracle's global headquarters in Redwood Shores, California. Our Platinum partnership with Oracle also help to address any product issues, to get to know about the new features early and co-innovate for new features for future enhancements.

Awards and Recognition

Oracle Partner Awards:

- 2025 APAC Service Partner Technology/Cloud Award (AI Innovation Award)
- 2025 APAC Service Partner Technology/Cloud Award (Customer Success Award)
- 2025 EMEA Service Partner Technology/Cloud Award (Oracle Engineered Systems Breakthrough Award)
- 2025 NA Service Partner SaaS Applications Award (Customer Success Award)

Oracle Customer Excellence Awards 2025:

- Customer Experience Excellence Award (Outstanding achievements in enhancing CX): SBI Card
- Customer Experience Excellence Award (Outstanding achievements in enhancing CX): Vertiv
- Applications Innovation on Oracle Database (Using Oracle Database to enhance applications): The Open University
- Customer Experience Innovation Award (Most impactful CX program driven by data): Dibold Nixdorf
- Finance Excellence Award (Innovative and sustained value creation): Stanley Black & Decker

Analyst Ratings:

- Leader in Avasant's Oracle Cloud ERP Services 2024-2025 RadarView™
- Leader in the IDC MarketScape for Oracle Application Implementation Services APAC, 2025
- Leader in the 2024 Gartner® Magic Quadrant™ for Cloud ERP Services
- Leader in IDC MarketScape: Worldwide Oracle Implementation Services 2023 Vendor Assessment
- Leader in Everest's Oracle Cloud Applications (OCA) Services PEAK Matrix® Assessment 2023 – Global
- Leader in the 'Oracle Cloud and Technology Ecosystem 2023' in ISG Provider Lens™ Study' - Europe, U.S.

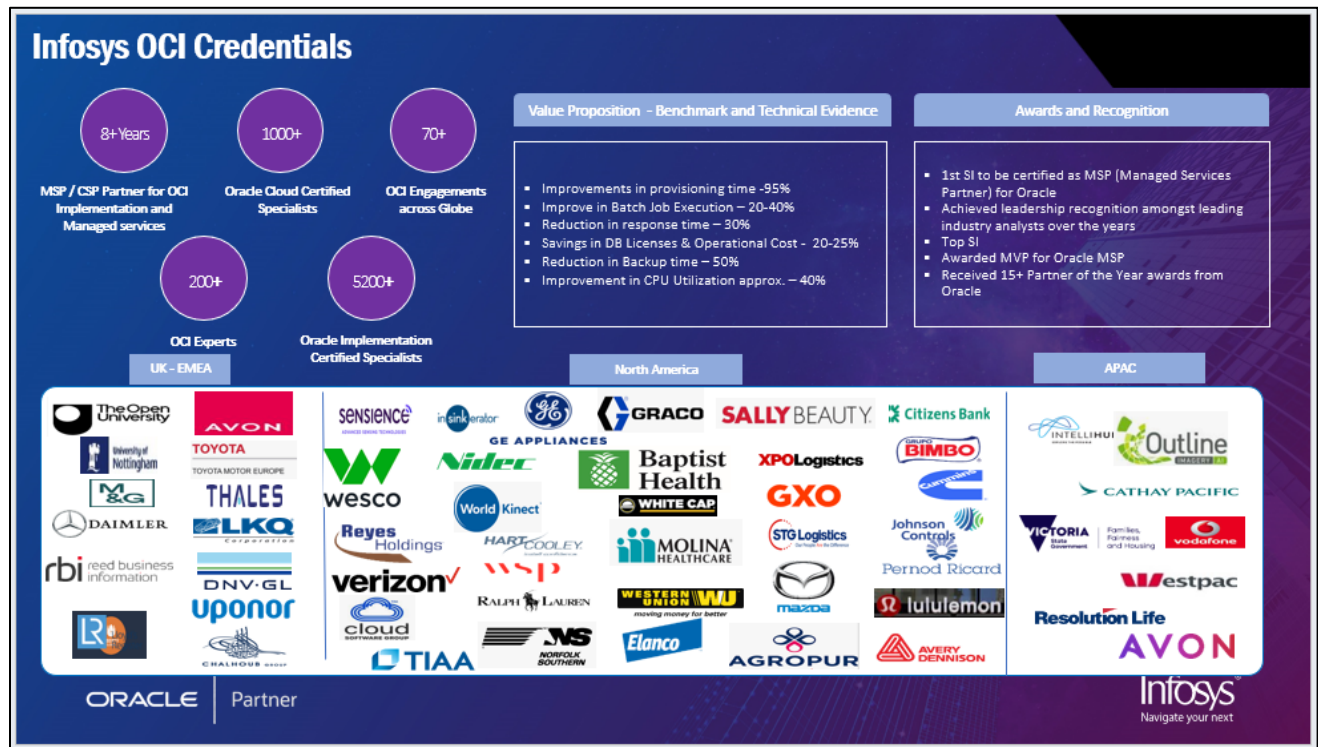


Figure 2. Infosys OCI Credentials

2. Service Description

We have a dedicated Infosys IaaS Cloud Practice that helps clients with the best-in-class hosting solutions including Cloud Architecture Design, migration services, integration services and cloud managed services. Infosys has vast experience in the execution of several projects with multiple clients in diverse business verticals. Infosys service offering on Oracle IaaS cloud is depicted in the below diagram:



Figure 3. Exclusive OCI Migration offerings for Agencies

Strong expertise in providing Migration and Hosting Solutions

Today, enterprises are moving their applications to cloud to achieve benefits of on-demand scalability and continuous reliability at lower cost. When it comes to migrating workloads, organisations have several options such as public, private and hybrid cloud. Oracle Cloud Services provide several offerings for organisations to seamlessly migrate their workloads.

- Multiple cloud offerings including Cloud Advisory Services, Cloud Build Services, Cloud Migration Services, Cloud Integration Services, Infosys Managed Cloud Services, Cloud Native Deployment Services, Cloud Security Services.
- **More than 50 customers of Infosys on Oracle Exa/IaaS**
- Relevance to the Customer: Optimal and cost-effective Business Operating Model (BOM) based on the Client's needs versus the latest and greatest BOM available from Oracle.

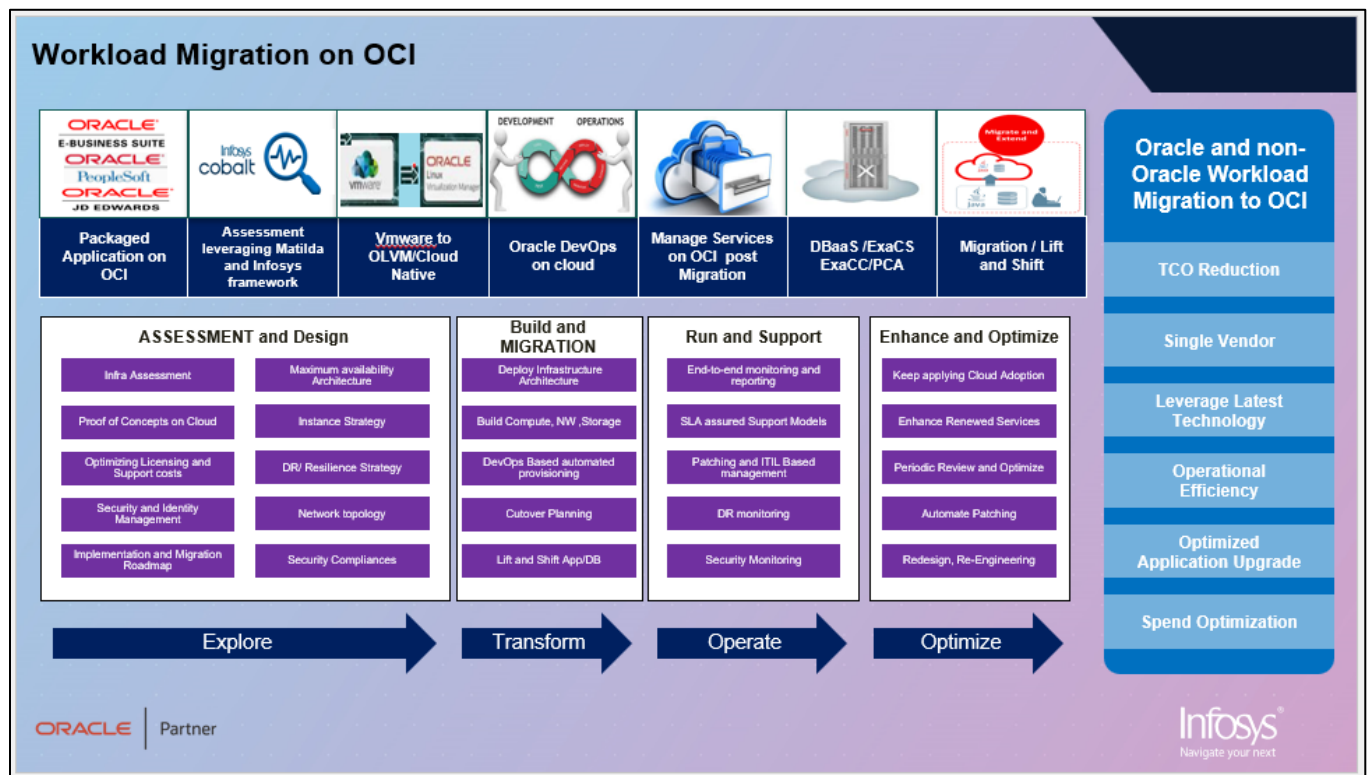


Figure 4. Infosys expertise in Oracle IaaS Cloud Methodology

Migration Framework

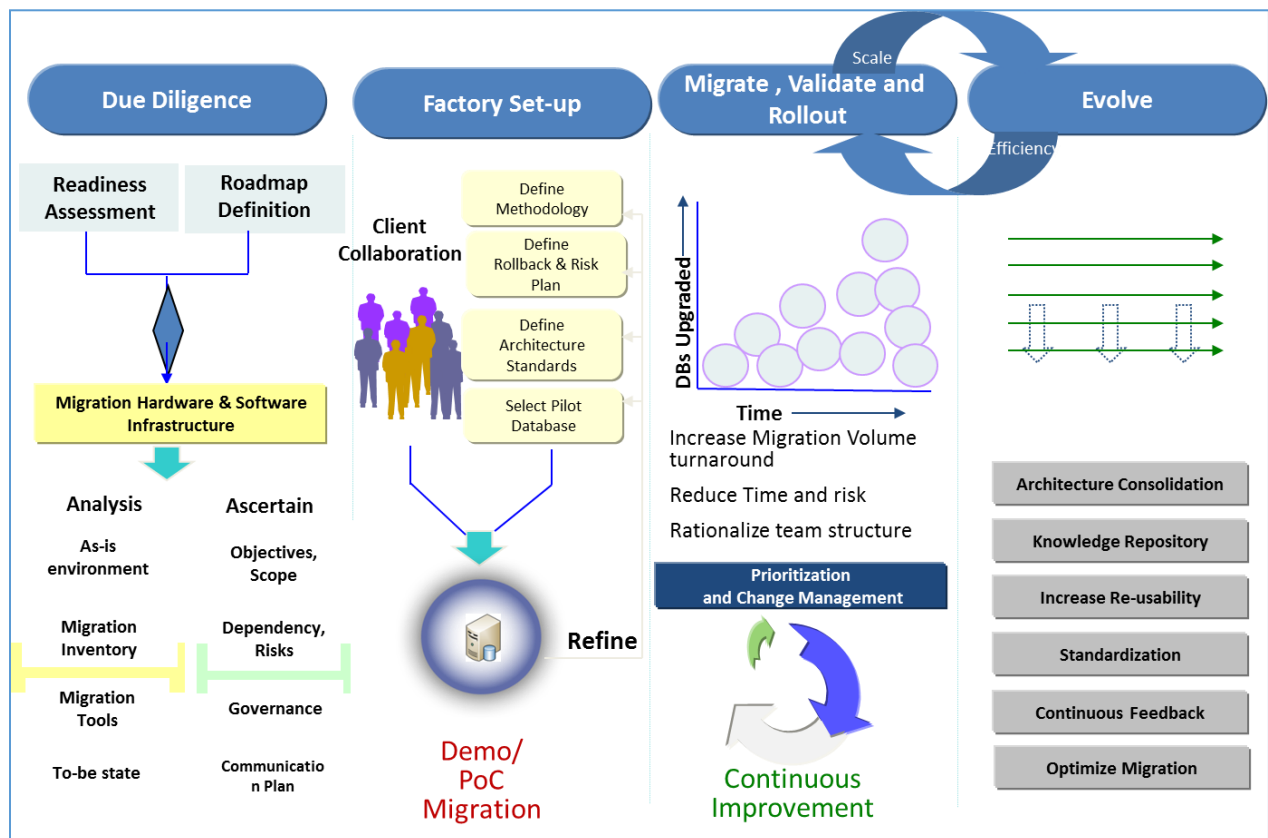


Figure 5. Infosys Migration Methodology to Oracle IaaS Cloud

License optimisation and transformation

- As an Oracle product license reseller Infosys through its solution-based approach, is **uniquely positioned** to bring about license cost optimisation across the Oracle stack and enable the Customer to maximise the value of investments made in Oracle products.
- Below are some of the expected long-term benefits for the Customer:
 - Eliminate spend on unused licenses, save penalties due to license expiry, move from Capex to Opex, financial reengineering to suite Customer needs.
 - Clients have benefited to the extent of **25-35% of their current licensing** spend by leveraging Infosys solution-based approach to licensing optimisation.
 - Infosys will have single point accountability for AMS services, Infra and licenses
- Infosys has enormous experience in package-led finance transformation and can help transform Customer finance IT to a futuristic architecture while driving costs down. We will work closely with Customer IT and functional SMEs to prepare a high-level finance IT roadmap as an investment from Infosys.
- Relevance to Customer:
 - We anticipate optimising license and annual software maintenance contracts to the tune of 10-30%
 - Enable Customer to maximise the value of its Oracle investments
 - IT roadmap will help identify and drive environment simplification and predictable cost reduction

3. Tools and Accelerators

Infosys Database Solution leverages tool-based framework to provide end-to-end migration and platform change solutions with reduced downtime, well-managed change of environment using industry best practices, knowledge base, predictability and global delivery model. The following diagram summarises Infosys' tools and accelerators.

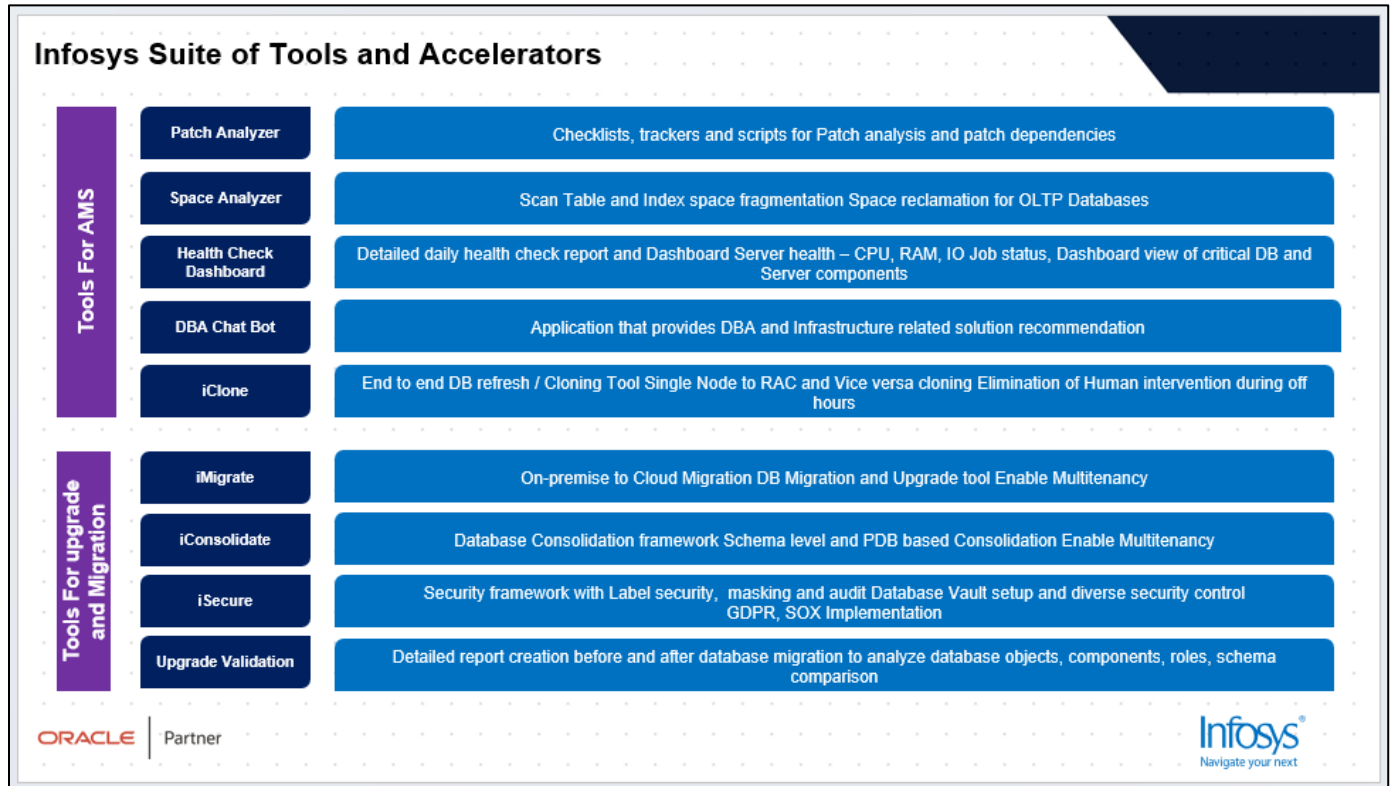


Figure 6. Infosys Tools and Accelerators

4. Credentials

We bring in experience of more than 70 Oracle cloud projects to our customers, and we leverage best practices, lessons learned from successful migrations of application landscapes to Oracle Cloud Infrastructure.

Recently we have migrated one of our manufacturing customers data centres to Oracle Cloud Infrastructure, including large enterprise applications and associated tools, as well as third party applications. The scope includes Oracle Cloud Infrastructure provisioning, network setup and implementing security, firewall configurations, Fast Connect and VPN setups.

Using best practices of creating golden image for OS setup and reducing rework on applying patches during every image deployment, the manual task of OS hardening was eliminated. Infosys has used automated DevOps tools (Terraform/Chef) for deploying and automating infrastructure setup for Oracle Cloud Infrastructure network, storage, nodes and security. This has eliminated human errors and achieved faster deployment to increase productivity. The application was cross-platform migrated from Sun Solaris to Oracle Linux (the flavour available at Oracle Cloud Infrastructure). Database size was almost 5 TB and Infosys leveraged over 25 years' database migration experience to successfully migrate the database on Exadata Cloud platform.

Below is a summary of Infosys Oracle Cloud Infrastructure engagement performed recently:

Engagement Overview	Oracle Products Used	Business Benefits	Quantified benefit
Automobile Company •Customer was looking at migrating the enterprise application to Oracle Cloud Infrastructure •Optimal cost model with similar benefits as the existing data centre •Performance benefits	•Oracle IaaS Compute •ExaCS •Fast Connect •HA for Application using Oracle Traffic Director •RAC database using ExaCS	•Zero Downtime during Migration •Batch Processing runtime reduced by 25-30% approx. •Oracle standard practice •Infrastructure Availability 95% •Transparency •Capex to Opex Model using pay per use basis.	•20% Cost Reduction •High performance machine powered by Exadata •60% Faster Instance Deployment Cycle •Increase CPU response time by 20 %
One of our largest EMEA retail customers •HR and Payroll solution for more than 40,000 employees using Oracle E-Business Suite 12.2.5	•Oracle Identity Management Access Manager •Maximum Availability Architecture on Cloud using Oracle IaaS and ExaCS	•Minimise customisation •Enhanced operational efficiency •Oracle standard practice •Business Continuity	•20% Cost Reduction •High performance machine powered by Exadata •60% Faster Instance Deployment Cycle

A large regional Bank majority owned by a UK based Bank •Infosys License Consolidation Solution on Oracle Clouds	•Oracle IaaS DBaaS, Compute Cloud •ExaCS	•Eliminated unwanted software, consolidated systems, maximised existing software usage Bundled software licenses •AMC with implementation and support services Provide value added license management Services	•30% YoY growth for the next 5 years through license reuse and harvesting for some of the components. •Approximately 35% cost savings
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Table 1. Oracle Cloud Infrastructure engagements

OCI Success Stories

#1 DBaaS – Database As A Service

Database modernization, consolidation with a cost take out of 35-40%, performance improvement by 35% and improvement in scalability of infrastructure by 50%

#2 OCI – Workload Migration

Oracle & Non-Oracle workloads migration in 14-16 weeks with 25-30% cost take out, reduction in backup time and improvement in batch response time
VMWare to OCVS Migration

#3 Oracle Database @ MultiCloud

Accelerated hosting of Oracle database @ Azure, @GCP, @AWS while reaping benefits of Oracle Exadata cloud service

#4 AI / ML Automation

- Business AI use cases to enhance business processes
- Infosys Oracle AI First platforms – Implementation Workbench, Managed Services Workbench to enhance efficiencies

Value Proposition leveraging Infosys IP Assets

Improvement in Provisioning time by 30-40%	Support services cost improvement by ~20-25%	Improve scalability of infrastructure by ~50%
<i>iConsolidate - 70% Database consolidates using multi tenancy</i>	<i>iSecure - 100% data Security solution as per compliances and regulatory</i>	

Value Proposition leveraging Infosys IP Assets

Improve in Batch Job/Response time ~ 30% (Infosys Benchmarked)	Savings in DB/Apps Licenses & Operational Cost ~ 30-35 %	Reduction in backup time by ~ 40%
<i>iProvision - Reduces application deployment time by 40%</i>		<i>iMigrate – Reduction in migration time by 50% using Automation</i>

Infosys Value Proposition

Ready to use Took Kit, Accelerators, Templates,	Infosys Cobalt Accelerators save up to 20-40% of TCO	Comprehensive security Solution, Azure AD Integration
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Infosys Build AI Tools

Intelligent Knowledge search	SQL Code Generation	Intelligent ticket tool
Automated Ticket assignment	Ticket enrichment with relevant SOPs	

Success Stories

Success Stories

Recent Wins

Success Stories

Figure 7. Snapshot of OCI Success Stories

For more information, contact askus@infosys.com

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