



## Solutions for Microsoft Office SharePoint Server European Microsoft SharePoint Conference 2007

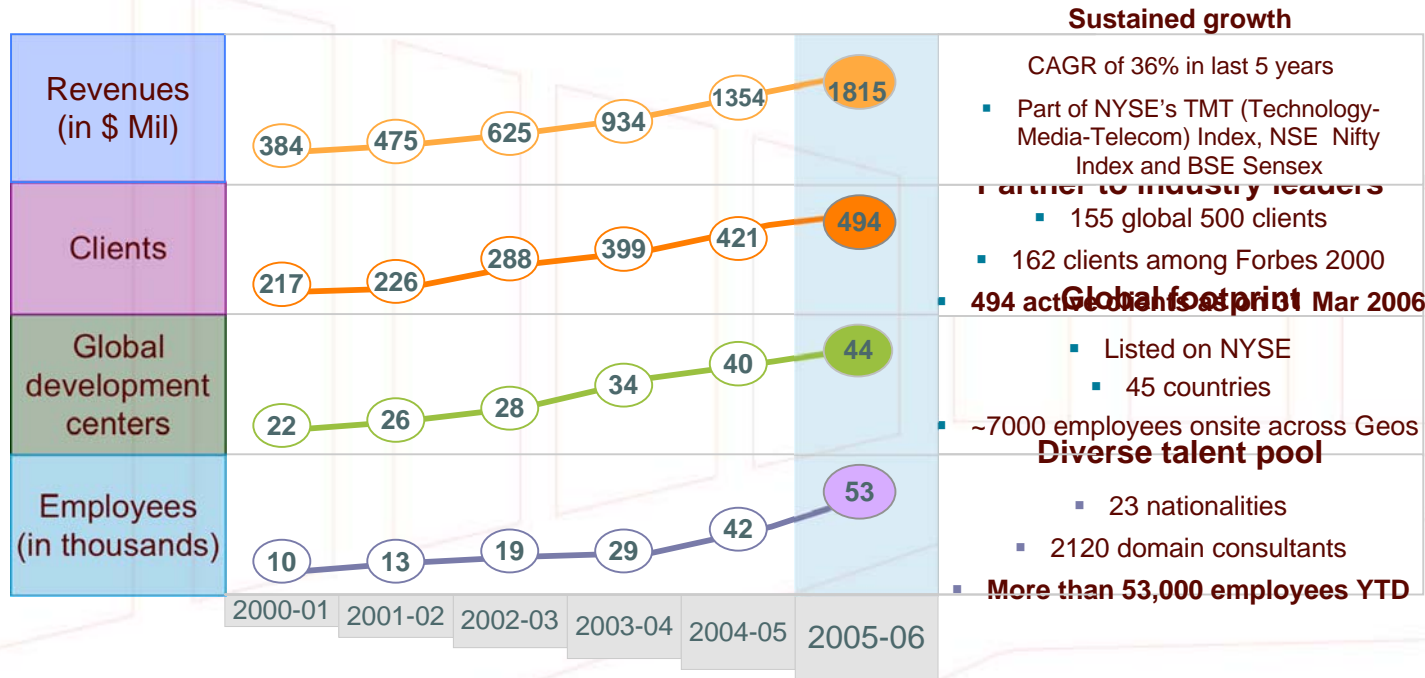
Robert Tillman, Director Microsoft Alliance  
February 12th to 14th, 2007  
Convention Center  
Hotel Estrel, Berlin, Germany

 Microsoft®  
**Office SharePoint®  
Server 2007**

# Agenda

- 1 Wipro Corporate Overview
- 2 Wipro-Microsoft Relation
- 3 Wipro's 360° Service Portfolio on Microsoft
- 4 Solutions on MOSS

# No. 1 provider of integrated business, technology and process solutions on a global delivery platform \*



One of the Top BPO providers in the world - **IAOP Global Outsourcing** (2006)

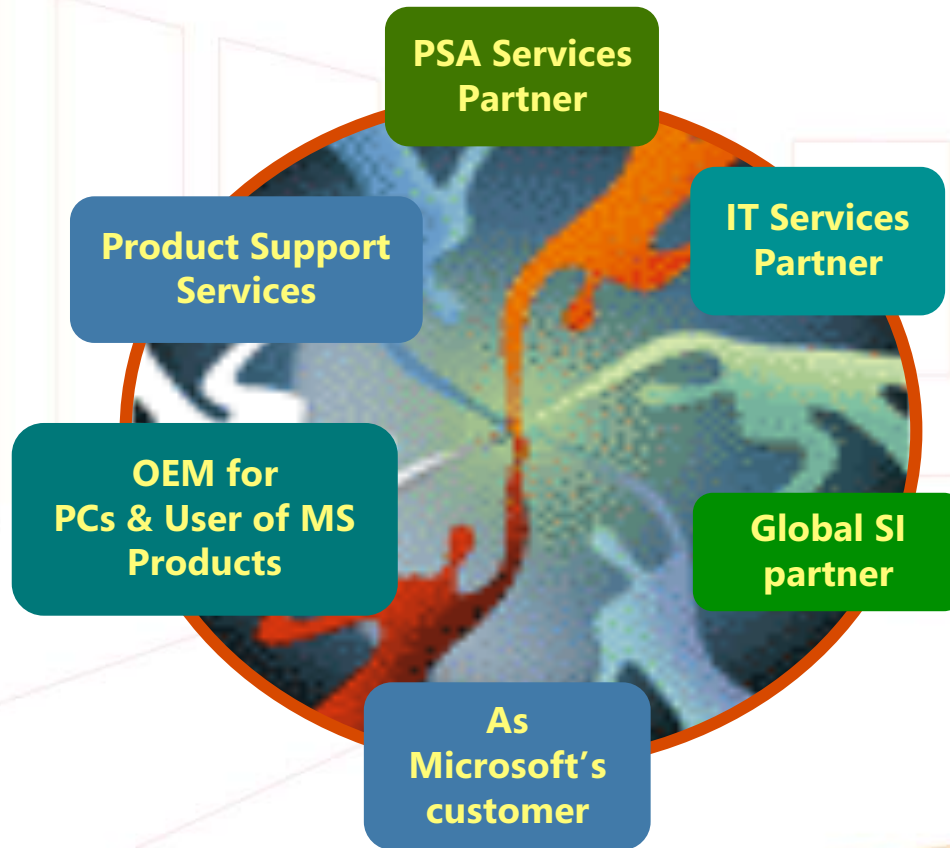
The only Indian company in the **BusinessWeek's IN25 'Champions of Innovation'** list

Winner of the "ASTD Best" award 2006 by American Society for Training & Development (ASTD) 3 Times in a row

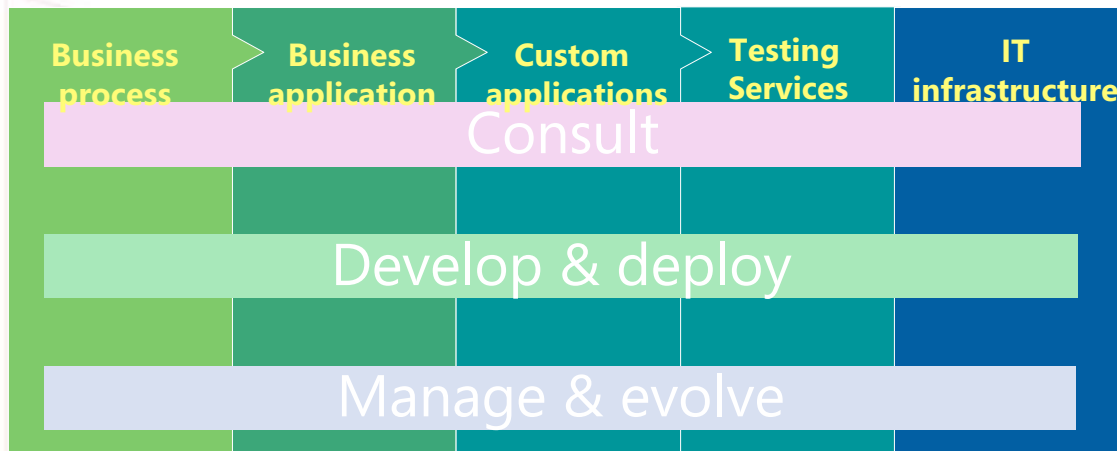
Wipro named "**IT Outsourcing Service Provider of the year**" at the Third Annual **NOA Awards** - UK(2006)



# Wipro – Microsoft: A Multi-faceted relation



# A 360° service portfolio



**Product Strategy & Architecture Practice**

- 11+ years of performing business value research on the Microsoft platform
- No other partner has more data – it is who Microsoft turns to in order to quantify value
- Trusted 3rd party

**Global Microsoft Strategic Business Unit**

- Strategic business unit focusing on Microsoft technologies
- Microsoft technology adoption programs
- Centre of Excellence driving best practices
- High % of Microsoft certified professionals
- Breadth of Microsoft expertise

**Technology Infrastructure Services**

- +20 years of infrastructure experience
- Largest offshore infrastructure provider in India
- Built 'factories' based on Microsoft tools & best practices making transformation projects viable
- Enhanced service levels at lower cost

# Microsoft Business Unit – An Overview



## Experts on advanced Microsoft solutions

- Dedicated practices to cover the spectrum of .Net Consulting, .Net Servers and next generation Microsoft Services
  - Team of over 500 consultants
- Dedicated consulting group engaged in enhanced .Net solutions, technology evaluation and recommendation exercises
- Team enhanced with Microsoft PSA's (Partner Solution Architects) engaged in architecture recommendations, design recommendations and reviews



## Force Multipliers

- Focused delivery-assurance (DA) team to ensure on-time, quality delivery
- High-end solution center (SC) geared up to evaluate/implement solutions on Microsoft platform
  - Focused training center to upgrade and skill the team on next-gen Microsoft
    - Dedicated COE for each practice
  - Development of Framework/accelerators/reference architectures



## Aligned to Microsoft

- Engaged in strategic solution development on Office 2007 – Implemented domain centric solutions that will be showcased at the WW launch in Oct'06
  - GTM partner on Enterprise Search and Enterprise Content Management
  - Engaged in joint GTM's at vertical-level – Telecom, Media, E&U etc.
    - Engaged in niche technology areas like Digital Maps
  - Engaged in technology GTM's like LNo Migration to Microsoft platform

# Microsoft C&C Expertise Snapshot



- Dedicated practice with over 100 consultants
- Performing Cost Benefit Analysis for Microsoft Portals Adoption with Wipro PSA
- Wipro solution was presented by Kevin Johnson (Group Vice President, Worldwide sales, marketing and services, Microsoft) in his key note address at the Executive Partner Summit 2003 held at Mumbai, India

**Strategic development partner and early adopter for the Microsoft Solution Accelerator for Proposals and the Information Worker Bridge Framework**

**Official Partner and Offshore Vendor For the Office System 2003 launch event**

## **Strategic development partner in implementing Industry Accelerators using Office 2007**

### **suite**

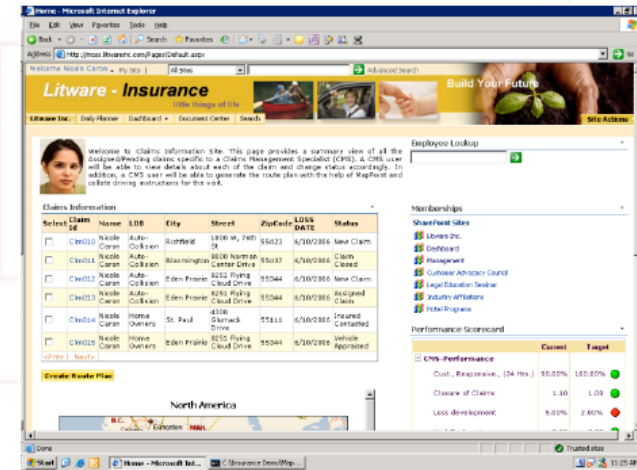
- Developed reusable stack of Sharepoint web services
  - Siebel based call center application using IBF
- Extensive Consulting on Knowledge Management Solutions Roll-out
  - Collaboration portals on Microsoft Portals platform
  - Integrate Microsoft product suite with non-Microsoft products like MondoSoft, Vignette, Verity
- Implementation of Visio 2007 add-on's for SOX accelerators
- Implementation of Records Managements solution on Office 2007

# Communications and Collaboration Offerings



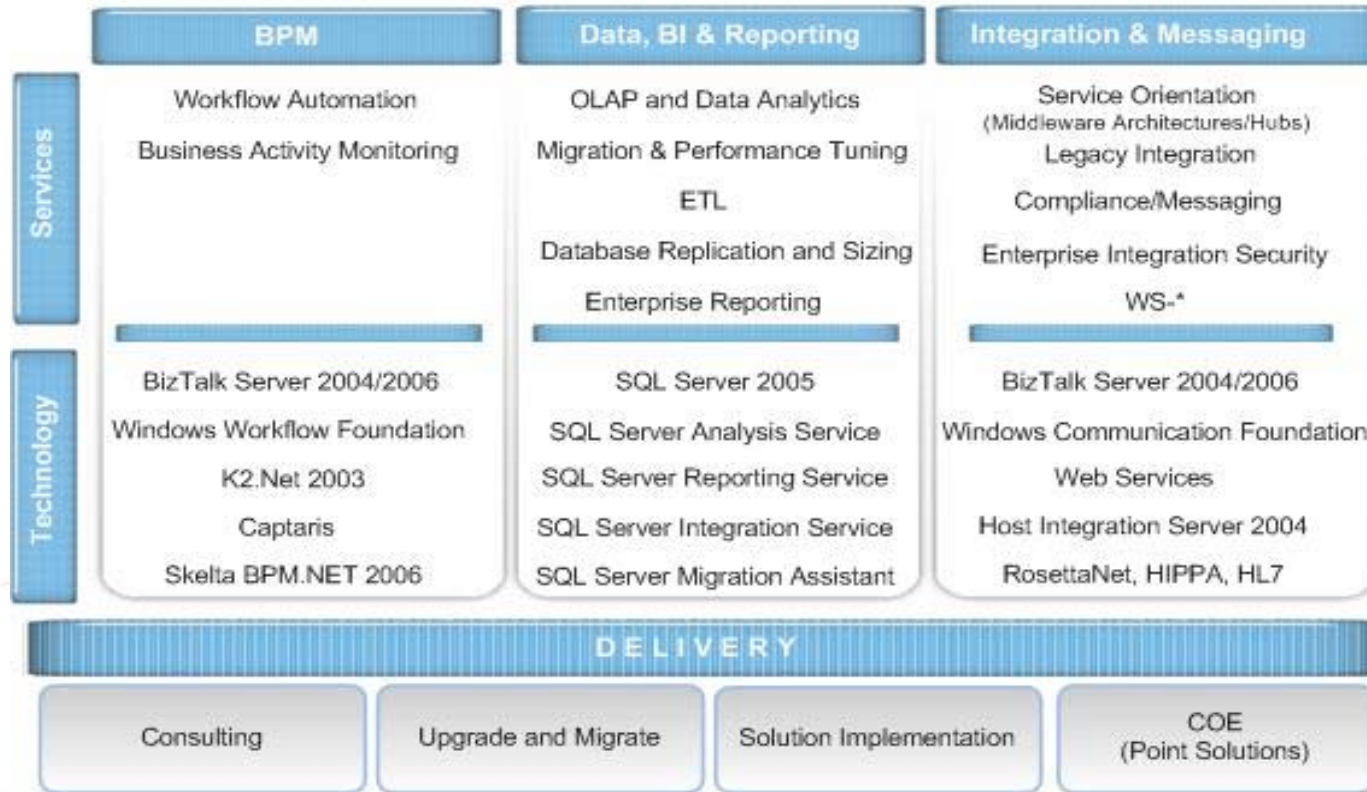
# Solutions on Microsoft Office & SharePoint (MOSS)

- Day In the Life Scenarios
  - Retail Strategist
  - Insurance Claims Adjuster
  - Physician and Health Care Providers
  - Soon to Come....
    - Utilities Turn Key Project Manager
    - Oil and Gas critical process Manager
    - TV Broadcasting content organizer



# Service Offerings

## MSBU – Data & Integration Practice



# Expertise Snapshot



## Practice Competencies

- ❖ Team of over 100+ Consultants
  - ❖ Dedicated COE
- ❖ Microsoft certified consultants
- ❖ End to End solution offering experience
- ❖ Industry level understanding of HIPAA/HL7/SWIFT



## Alliance Advantage

- ❖ Dedicated MS Partner Solution Architect
  - ❖ Joint solution development
  - ❖ Early Adaptor on Key technologies
- ❖ Strategic partner for providing SOA based solutions
- ❖ Strategic partner on Crystal to SSRS migration



## Initiatives

- ❖ Delivery Assurance team to mentor projects
  - ❖ SQL Migration kit
  - ❖ BizTalk Migration kit
- ❖ Crystal Reports to SSRS migration kit
- ❖ Reference Architecture/Framework



## Achievements

- ❖ Rated best internal Integration project by Energy Giant
- ❖ Largest Implementation on BizTalk Server for Retail Giant
  - ❖ Global rollout of SQL Replication solution
  - ❖ First SI to rollout SSMA tool
- ❖ Met steep ramp-up demands on BizTalk for Energy Giant

## NEXT: Overview

- 250+ strong team with over 60% MCAD & 20% MCSD certified
- Next generation .NET solutions for over 60 global customers
- Focused Delivery Assurance team to ensure successful implementation of projects
- A dedicated solution center for demonstration of upcoming technologies
- Competency centers to incubate latest technologies
- Focused training programs for skill deepening
- Microsoft Evangelists dedicated for training and evangelism
- Microsoft PSA's (Partner Solution Architects) for joint engagements



### Achievements

- **B2C portal [www.easycinema.com](http://www.easycinema.com) – Microsoft Best Development Award**
- **Cost Savings in tune of 40% due to reduction in infrastructure and personnel using high offshore multiple location spread**
- **Higher alliance leverage...over 50 joint wins with Microsoft**
- **Vertical focus leading to quicker adoption in channels...over 10 new customer added to WT**

# PSA Consulting Offerings help CIO's and IT Managers address their most critical challenges

## IT Strategy and Architecture

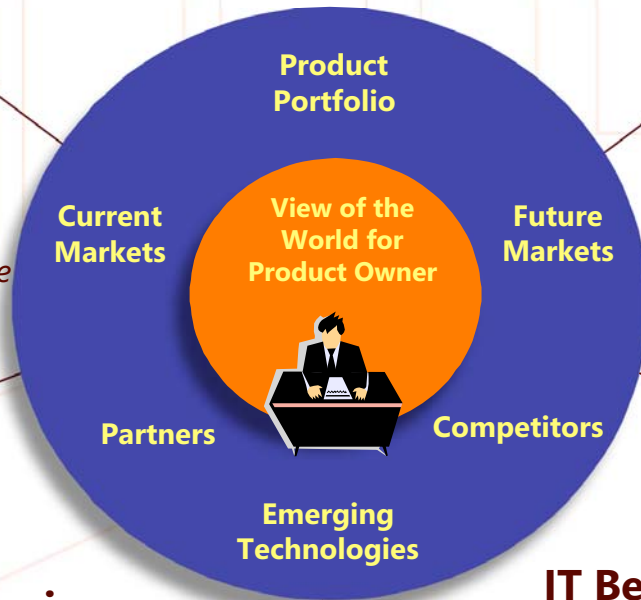
*Create a detailed IT strategy and architecture driven by a client's business goals to meet customer requirements, lower system development time, improve performance, or lower IT costs.*

## IT Assessment, Product & Service Evaluation

*Quickly assess the ability of the current IT strategy, environment, organisation and operations to meet business needs, evaluate and select products and services*

## Business Value Analysis

*Measure and document the business value of technology solutions using financial analysis of IT and IT-related investments for business and IT stakeholders*



## Global Sourcing Strategies

*A service to assess and plan for technology development and support with external partners*

## IT Benchmarking Consulting Service

*A service to compare existing PC management processes and data, client and server patch management costs, effort and processes against industry benchmark and recommend opportunities for cost reduction, process improvement and PC refresh strategy*

## Thank You!

- End to End capabilities on Microsoft Stack
- Key Strengths:
  - In-depth Communication & Collaboration on MOSS
  - Primary MS Enterprise Search Global Partner
  - Offering Verticalized SharePoint Portal Proof of Concepts for Enterprise Accounts!

For more details please contact:

Rahul Dharankar

[rahul.dharankar@wipro.com](mailto:rahul.dharankar@wipro.com)

Thank you for your time



**Spirit of Wipro**

**Intensity to Win**

- Make customers successful
- Team, Innovate, Excel

**Act with Sensitivity**

- Respect for the individual
- Thoughtful and responsible

**Unyielding Integrity**

- Delivering on commitments
- Honesty and fairness in action



# Sweepstake

Complete your Feedback form  
and have a chance  
to win a Zune!\*



\* English US version