



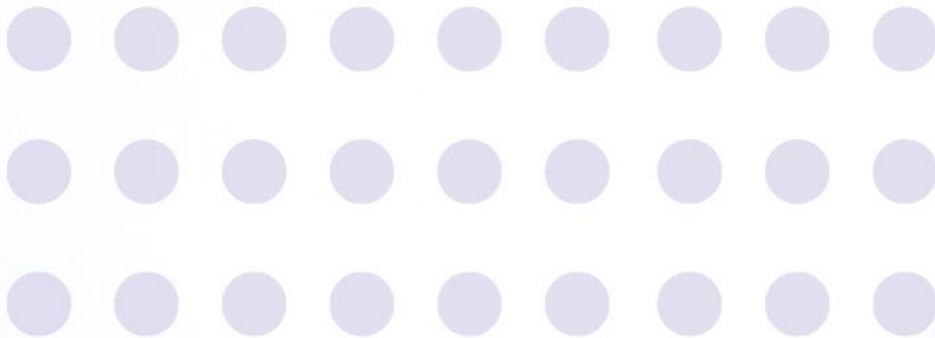
Building a Bold Tomorrow

Driving Accelerated Growth

Analyst Day | November 18, 2020

Srini Pallia

President, Wipro Limited



Executing strategic priorities to realize our ambition



01 Scaling strategic clients

Client intimacy, sales effectiveness & quality of execution

Proactively challenge clients with new disruptive ideas



02 Winning large transformation deals

Focus on industry domain relevant to deal

Attract & build talent , bring the best of Wipro to the edge

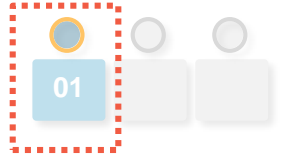


03 Leveraging strategic partnerships

Greater reach & access to clients

Create and win large deals with partners

Scaling strategic clients by bringing best of Wipro



Client : A global bank



Engagement

- Helping achieve bank's strategic objectives of **enhanced customer experience and business growth**
- **Agile adoption** at global scale with improved velocity
- Set up **next gen internet banking platform** with higher throughput



Result

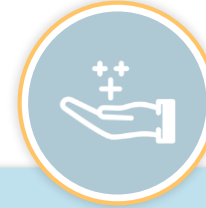
- On path to become a **\$100M account in 36 months**
- **Digital adoption, enhanced customer experience and operational efficiency** for client

Client : A global technology company



Engagement

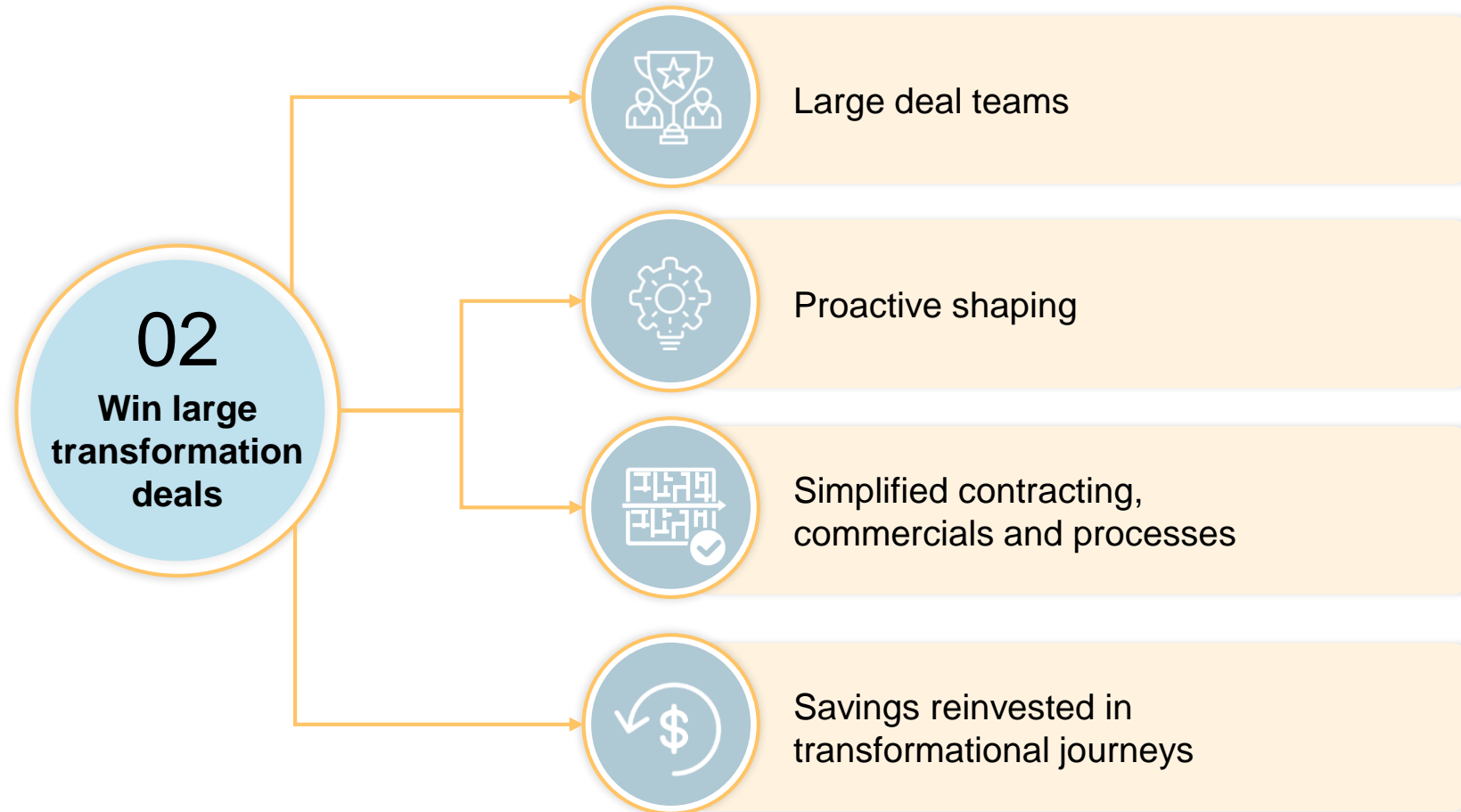
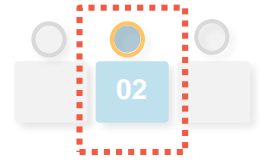
- Helping customer in digital transformation with a **reengineered customer platform** and providing **real time analytics and insights**
- Address **GTM challenge** due to rapid expansion globally
- **Reimagine customer journeys** while addressing **multi geo** complex regulatory needs



Result

- Fastest **\$100M** account in **24 months** for Wipro
- Accelerate **new revenue streams** and **global expansion** for client

Win large transformation deals



Client : A global automotive company



Engagement

- Helping client **integrate** 2 leading automotive suppliers to form **a tier 1 automotive supplier**
- **Consolidation of 200 suppliers** across applications and infrastructure while **modernizing technology landscape**
- Drive **end-to-end value discovery** across IT, Engineering and R&D



Result

- **Fast scaling of a new account** during COVID for Wipro
- **Innovation at scale** with technology modernization for client

Client : A global consumer goods company



Engagement

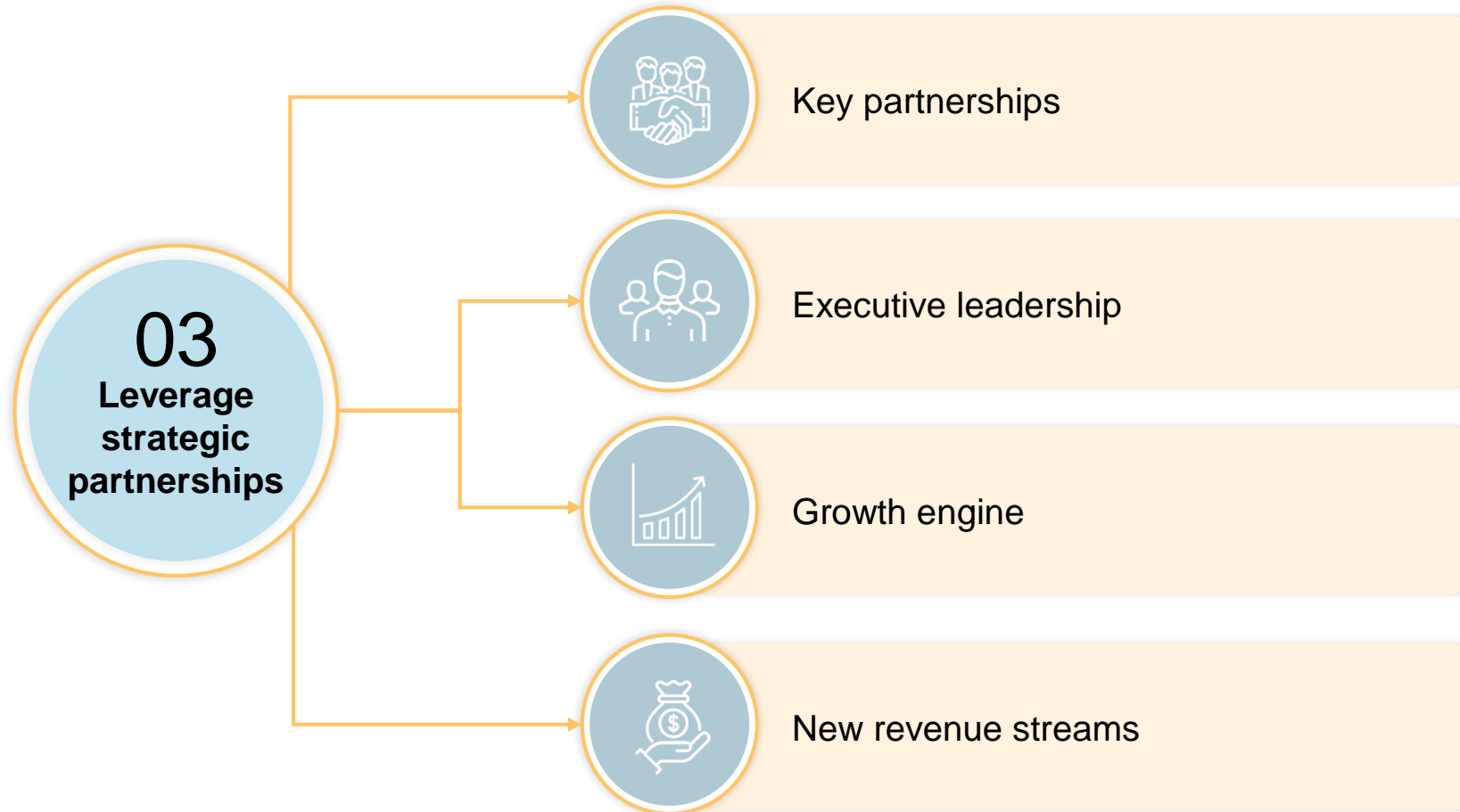
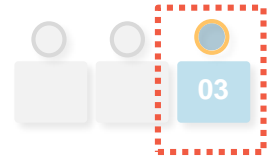
- Shaped transformation approach to drive **high touch experience** across enterprise and customers
- Products & platforms approach to **deliver next gen IT services**
- **Change management** across IT and Business



Result

- Enabling **rapid scaling of a new account** with a **large deal win** for Wipro
- Creating a **human-centric agile enterprise** for client

Leverage strategic partnerships



Client : A global retailer



Engagement

- Transforming clients retail business to be a **B2B focused company** with **enhanced customer experience**
- **End-2-end transformation** including business, technology and people
- Takeover of client **IT organization** with commitment to **transform talent, build agility and improve methods of working.**



Result

- Partnering with **hyper-scalers** and shaping a **mega deal** over multiple years for Wipro.
- Transforming to a **core B2B enterprise** while optimizing run budget for client.

Client : A global healthcare company



Engagement

- Consolidating internal and external process to create an **integrated stand-alone company**
- Helping **standardize experience** for customers and employees with a **variable cost model**
- **Business and GTM partner** in new joint offerings



Result

- **Rapid account growth** for Wipro.
- Creating **new joint GTM offerings** and **new revenue streams** for client.



Thank You

Srini Pallia
President, Wipro Limited

