



Infrastructure Solutions
*Delivering Sustainable
Competitive Advantages*



The Infrastructure industry is a key driver of economic activity and wealth creation. It has a profound impact in our daily lives from building housing to office facilities to constructing roads and bridges, utility distributions systems as well as transportation facilities through railways, airports and sea ports. Also, Private Public Participations (PPP) and Private Finance Institutions (PFI) will play an instrumental role on growth and diversification of the infrastructure industry.

Competing in the global market and winning contracts overseas means moving people around the globe. Many Engineering & Construction companies, like their peers in other industries are focusing on the importance of proactive management of talent. Recruitment, reward and retention of top talent are becoming vital, given the profound skills shortages across the industry. There has been an under-investment in systems and management to facilitate risk management and engage in strong governance. There has also been an limited investment in quality management and training and incentives are managed in an unsophisticated manner. Infrastructure companies are facing growing pressures of low margins and cost inflation for most large-scale projects. They are increasingly realizing the potential benefits of low-cost sourcing in order to maintain their competitiveness.

Mahindra Satyam's strong presence in Infrastructure & Real Estate domain strengthens its clients to overcome these business challenges. We partner with leading technology and domain centric organizations to provide tailor made solutions along with implementation accelerators to drastically reduce software development lifecycles and hence total cost of ownership.

Infrastructure Practice

Mahindra Satyam's Infrastructure practice offers end-to-end solutions and services to its Infrastructure and Real estate clientele. Mahindra Satyam works closely with customers to understand their strengths, challenges and strategic initiatives better. For customers, this translates into high quality, consistent, seamless and cost-effective IT services that give customers an edge over their competitors.

- Established Presence
 - Clients include top Infrastructure & Real Estate players (includes world's 17th ranked Infrastructure company)



- Footprint across Europe, Middle East, and the US
- Matured Practice
 - >5 years with 30+ engagements
 - Long term strategic relationship with marquee clients
- Competencies
 - Industry specific solutions
 - Services spread across business value chain
 - Mature practices in consulting and enterprise solutions
- Partnerships
 - Mature alliances with technology partners
 - Alliances with niche IT solution providers and product vendors

Clients Served

- **Infrastructure Building**
 - Footprint among the global top 20 Infrastructure Companies
- **Real Estate**
 - Top Property Developers in the Middle-East
- **Asset Management Groups**
 - Strategic Asset Management Company of a Public Sector Agency

• Building & Construction Materials Companies

- Top Building Material Producers & Distributors in the US

• Public Sector Building & Engineering Services

- Top Building & Engineering Regulatory Authority in South Africa

• Regulatory Authority in Housing Infrastructure

- Top Regulatory Authority in the Housing Sector

Practice Highlights

Key Focus Areas

- Infrastructure
- Real Estate
- Real Estate Investment Trusts
- Global SPV Projects
- Asset Management Groups

Industry Experts

- Infrastructure
- Real Estate

Product Expertise

- SAP IS ECO
- Oracle for Engineering & Construction
- JDE Real Estate Express

Industry Native solutions

- Infra Xpress solutions
- ProjTrac
- Real Estate Xpress solutions

Infrastructure Service Offerings

Core Domain Service Offerings

Pre Construction	Construction	Post-Construction & Operations	Enterprise Support
<ul style="list-style-type: none"> • Tendering • Estimation • Building Information Modeling • Design Management • Opportunity Management 	<ul style="list-style-type: none"> • Project Management • Quantity Surveying • Procurement • Plant & Machinery Management • Invoicing • Project Costing • Environment, Health, Safety 	<ul style="list-style-type: none"> • Facility Management • Property Management • CRM • Sales Force Automation 	<ul style="list-style-type: none"> • Human Resources • Financials & Controlling • Fixed Assets • Treasury • Asset Management • Analytical Reporting

Technology Solutions

Technology Competency	Service Offerings
<ul style="list-style-type: none"> • Enterprise Portal • Business Intelligence & Performance Management • Learning Management • Business Workflow • Document Management 	<ul style="list-style-type: none"> • Consulting • Implementation & Roll-outs • Customization & Integration • Production Support • Business Process Management

Unified and Simplified IT System with Common Processes across Group Companies

Client is an Infrastructure major based out of the United Kingdom. Their business interests are spread across building management and services; civil & specialist engineering services; rail engineering services; and investments & development services.

The customer had been facing the challenges of implementing a unified system with simplified and common processes across its group companies. This involved replacing ageing back-

office systems with robust ERP systems, address legislative requirements for the construction industry, deploy payment processing function driven by approvals from quantity surveyors, sub-contracting activity and legal requirements, plant hire activity and tender buying process.

In consultation with the customer, Mahindra Satyam deployed end-to-end systems for standardize operations as well as implement business applications in financials, procurement, exchange, projects and HRMS.

Mahindra Satyam also developed unique and industry specific solutions in core business areas viz., plant hire, sub-contract, simplified purchase order, invoice gateway, custom GRN, invoice receipt matching and tracking, labor costing workbench, contract sales, and miscellaneous sales beside payroll interfaces.

The customer derived immense benefits in the form of cost savings by improved and streamlined business process along with full range of services for a unified and simplified ERP system.

“ A number of Construction companies have tried to implement an ERP solution in the UK, many of which had serious operational problems when they went live and none have been as ambitious as us in trying to create a totally integrated solution.

The success to date has only been possible with the dedication and commitment of the whole team.

The ERP Steering Group board members wanted to acknowledge their thanks and appreciation to the whole team (Mahindra Satyam). Having seen the effort that has been put in by the whole team at first hand each week, I would like to add my own personal thanks. ”

Chief Information Officer
UK based Infrastructure Company

About Mahindra Satyam

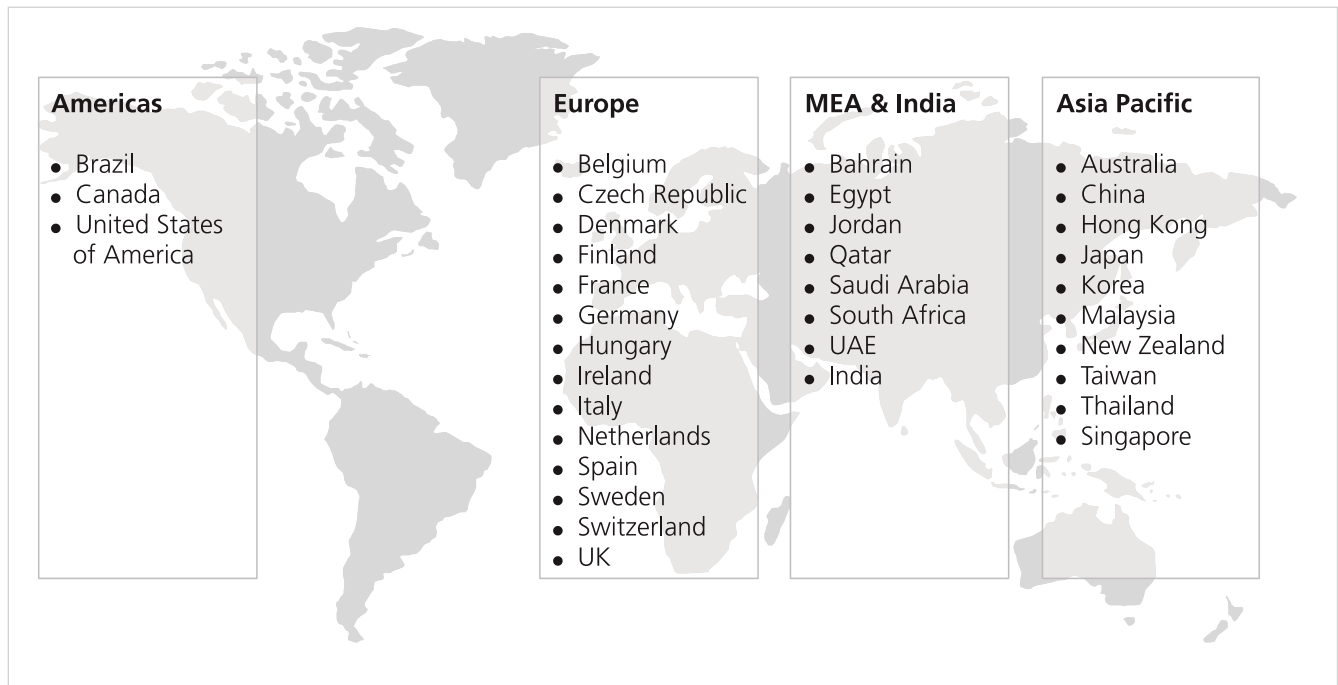
Mahindra Satyam is a leading global business and information technology services company that leverages deep industry and functional expertise, leading technology practices, and an advanced, global delivery model to help clients transform their highest-value business processes and improve their business performance.

The company's professionals excel in enterprise solutions, supply chain management, client relationship management, business intelligence, business process quality, engineering and product lifecycle management, and infrastructure services, among other key capabilities.

Mahindra Satyam is part of the multi-billion Mahindra Group, a global industrial federation of companies and one of the top 10 business houses based in India. The Group's interests span automotive products, aviation, components, farm equipment, financial services, hospitality, information technology, logistics, real estate and retail.

Mahindra Satyam development and delivery centers in the US, Canada, Brazil, the UK, Hungary, Egypt, UAE, India, China, Malaysia, Singapore, and Australia serve numerous clients, including many Fortune 500 organizations.

Global Presence



Contact

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