



Deloitte / Genpact Alliance

Two leading service providers delivering end-to-end business transformation and ongoing innovation

This is a game changer

Bringing together the strengths of our two firms—specialists in our respective areas of consulting, technology, digital transformation, and business process outsourcing services—can create tremendous value for your organization.

The ever-expanding digital world, disruptive technologies and a rapidly changing marketplace have surfaced different opportunities and challenges requiring innovative solutions. With both of our organizations specialized in our core capabilities, the Deloitte / Genpact alliance accelerates how we deliver intelligent, integrated, end-to-end solutions to achieve more targeted outcomes and drive increased value for your business functions.

— **Ayan Chatterjee**
National Managing Principal
Emerging Businesses and Operate
Deloitte Consulting LLP

— **Anil Nanduru**
Chief Commercial Officer
Genpact

First and foremost, the Deloitte / Genpact alliance enables you to focus on what you do best and what's core to your business. When you concentrate on your core and we bring our integrated leading solutions for what is not your core, your business can transform into a superpower.

A world of opportunity awaits

The reasons Deloitte and Genpact have formed an alliance are no mystery. Today's digital world presents many opportunities and when it comes to taking advantage of those opportunities, an alliance of complementary capabilities that brings together our respective strengths is much greater than the sum of its individual parts.

You have the opportunity to leverage digital platforms and automation that we've invested in as part of our end-to-end solutions. You can reap the rewards of those solutions without having to build them yourself and also harness the deep domain and industry expertise that our joint teams bring. When you focus on your core strength and use partners who focus on theirs, you create a powerful force.

Entrust your organization's modernization and transformation initiatives to a team that has collectively created exponential value and cost savings for some of the world's largest and most complex organizations. Through our alliance, we can undoubtedly help advance your organization's competitive position. This is an example of ecosystem partnerships at its best and is truly a win-win for our clients.

Challenges exist to be overcome

As the pace of change accelerates, so do the challenges organizations like yours face. Technology evolves in the blink of an eye and building new technologies requires considerable time and money.

In a world where you need to move fast and realize value quickly, it rarely makes sense to wait or try to reinvent the wheel. We've already invested in solutions that will help make your organization successful. However, it's not just a technology challenge.

Acquiring the right talent is always a challenge, and never more so than today. With the Deloitte / Genpact alliance by your side, you will be in a better position to win the war on talent because we can leverage not only our vast global resources, but also take advantage of technologies to drive high levels of productivity. Let us fight that battle for you.



In this fast-paced environment, successful enterprises need to scale—and scale quickly. Having that ability can help differentiate your organization. Solutions designed by those best in their class can help scale your operations to handle more transactions faster, more efficiently, and with less cost.



What can you achieve with the help of our world-class team?

The Deloitte / Genpact alliance can help your organization get ahead in this fast-moving market.



Focus on your core strengths.
We can help optimize your business to keep it running smoothly while you focus on your core.



Outshine the competition.
We build, enable, and operate with the newest digital technologies that not only improve efficiencies, but also help create true competitive differentiation.



Boost productivity.
Through automation and highly skilled labor, we can help reduce your costs and achieve outcomes that are likely better than what you're currently experiencing.



Achieve agility and flexibility.
Our team will provide you with the ability to scale up and down according to business demands so you have what you need, when you need it.

The value is real

The essence of the relationship between the Deloitte / Genpact alliance and your organization is rooted in big ideas and a vision of higher value for your organization.

Many executives dream of taking the best of what different providers have to offer to build best-in-breed solutions that will surpass the competition. We deliver on that dream.

The Deloitte / Genpact alliance is a game changer amidst the backdrop of massive digital disruption. As one team, we offer a new option in the market that can move organizations like yours to focus on higher value work while we help your operations achieve superior outcomes.

This alliance offers you unprecedented choices and options through a new way of thinking and working. This changes everything. It stairsteps existing solutions providing a new best-in-breed.

The answer is in the alliance

$$1+1=11$$



Deloitte and Genpact have bundled our two companies' capabilities and offerings effectively for your organization. This alliance is an example of how we are combining our strengths to benefit your organization.

The Deloitte / Genpact alliance delivers:



Lasting value from business transformation.

Our complementary services, which leverage the strengths of our two firms, provide end-to-end solutions that will help transform your organization for the long term. In this case, **1+1=11**.



Right balance of people with automation.

We combine modern digital platforms and technology disruptions like AI and Cloud with the right mix of skilled individuals, both nearshore and in global centers, to manage and execute the work that will help improve your operations.



Deep domain and industry expertise.

We have significant experience in driving successful outcomes for complex programs and we have deep domain knowledge in the areas we serve.



Robust governance.

We've established a strong governance structure across our two firms for when we engage clients to drive successful outcomes.

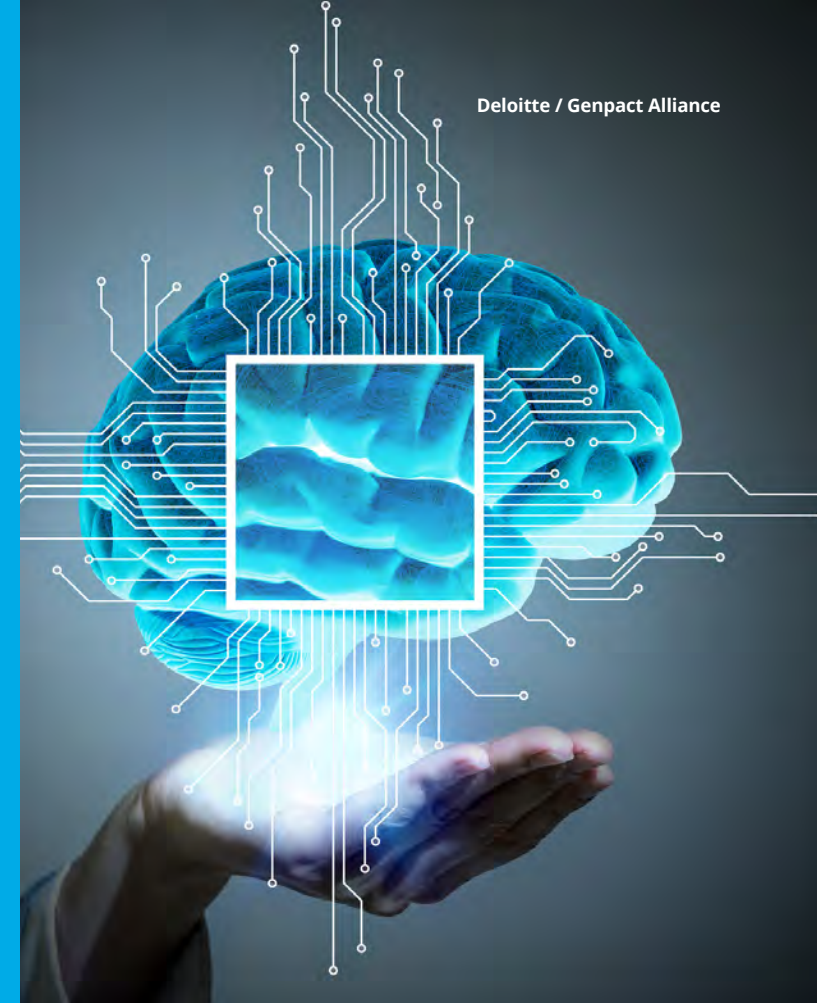


Custom solutions

Business transformation designed to meet your needs

Our joint team can support your organization's transformation by delivering customized solutions that can help you:

- Scale at massive levels or dial back as desired
- Access highly-skilled labor with deep domain and industry experience to elevate your teams
- Leverage digital platforms and automation to modernize your operations



Deloitte / Genpact Alliance

Bringing unique joint solutions to market

Our teams have collaborated jointly with clients for years across a variety of industry, process, and technology domains. By formalizing our alliance, we can bring both custom and pre-defined solutions to our clients faster than ever before.

Companies often have very specific business transformation needs that require custom solutions. However, we've also identified areas where we can provide pre-defined solutions that accelerate our clients' transformation journey. Examples include GenOne™, a Finance as-a-service offering powered by Workday, and DEAL (Digitally Enabled Accelerating Lending), that helps accelerate and lower the cost of the commercial lending process.

Pre-defined solutions

The first-ever Finance managed service built on Workday

GenOne™ leverages Genpact's run experience with Deloitte's Workday Financial Management deployment and support expertise. GenOne accelerates clients' finance transformation, helping them to:

- Achieve faster deployment (6-8 months)
- Leverage Fortune 50 best-in-breed finance processes built in the solution
- Focus on higher value activities
- Manage risk with service level agreements
- Upskill talent to "Workforce of Future" capabilities

Lending cycles just got a lot more effective

DEAL leverages Deloitte's world-class banking expertise with Genpact's managed services capabilities to create a completely new way to support commercial lending. Benefits include:

- Improved customer outreach
- Shortened credit review process
- Expedited loan decisioning supported by robust AI-enabled financial spreading capabilities
- Strengthened risk management
- Better outcomes at a lower cost

Why work with us?

The Deloitte / Genpact alliance integrates our leading solutions into one global team, allowing each company to deliver what it's best at.

Deloitte's brand across advise, implement, and operate services dovetails impeccably with Genpact's technology-enabled BPO capabilities to offer an unparalleled end-to-end solution for our clients.

To that end, our deep domain expertise, complementary services, and the strengths of each firm together can help transform your business, enable you to have meaningful engagement with your customers, and help you respond to competitive threats and opportunities with agility.

A world of opportunity awaits.



There are many characteristics that differentiate our alliance.

Top to top leadership alignment.

Our respective C-suites and business leaders are aligned on the value of the alliance and have made investments to drive successful outcomes for our clients.

Seasoned executives.

Deployment of senior-level professionals on every engagement means we speak the language of the business and can solve problems more quickly. Our business acumen also enables us to foresee risks and opportunities.



Marketplace recognition.

Leading analysts rank our firms as leaders in consulting, technology, business transformation, and outsourcing services.

Industry and domain expertise.

Because each industry carries its own set of unique challenges, we place professionals with rich industry experience on each engagement—it's a Deloitte / Genpact advantage in the market.

A mirrored culture.

Both firms are results-focused with a collaborative style that enables us to deliver lasting and impactful change to our clients. Our similarly strong focus on our people leads to more satisfied employees and reduced turnover.

Let's start the conversation.

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About Genpact

Genpact (NYSE: G) is a global professional services firm that makes business transformation real. We drive digital-led innovation and digitally-enabled intelligent operations for our clients, guided by our experience running thousands of processes primarily for Global Fortune 500 companies. We think with design, dream in digital, and solve problems with data and analytics. Combining our expertise in end-to-end operations and our AI-based platform, Genpact Cora, we focus on the details—all 90,000+ of us. From New York to New Delhi and more than 30 countries in between, we connect every dot, reimagine every process, and reinvent companies' ways of working. We know that reimagining each step from start to finish creates better business outcomes. Whatever it is, we'll be there with you—accelerating digital transformation to create bold, lasting results—because transformation happens here. Get to know us at Genpact.com.

