

Inventing and Innovating for the future

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02 Dec 2006

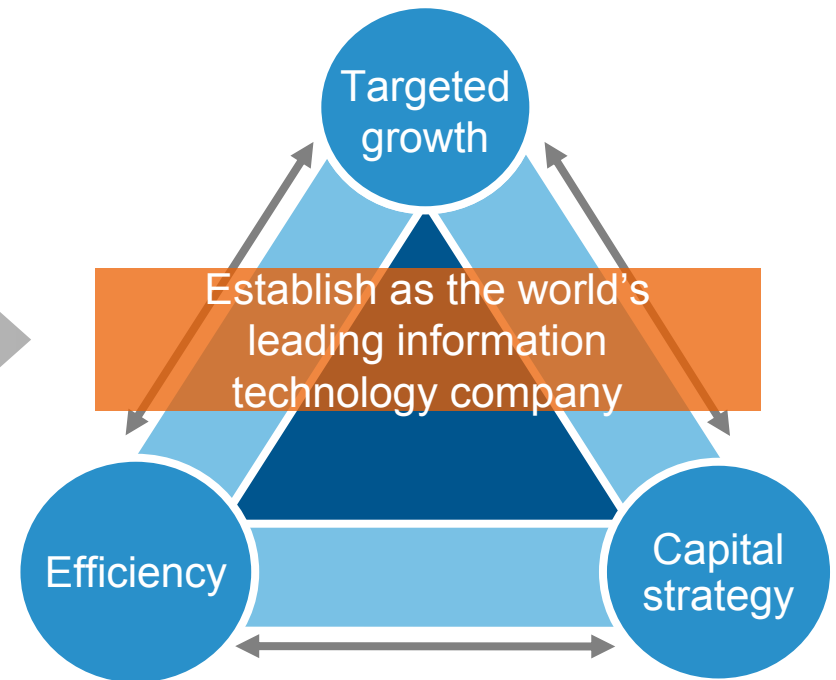


Strategic plan

Strategic framework

- 1 Invent & develop technology solutions for customers
- 2 Drive select industry trends
- 3 Become the best-in-class in the industry

Operating framework



Key market trends

Industry trends through 2010+

- Servers
- Blades
- Storage systems
- Mgmt software
- Services

Enterprise

Management & automation

Security

Virtualization

Automated 24x7 lights-out data center

- PC clients
- Notebooks
- Mobile computing
- Workstations

Personal systems

Always connected

Collaboration

Digital content consumption

Always-connected, always-personal mobile experiences

- Inkjet systems
- LaserJet systems
- Digital photography
- Digital services

Imaging and printing

Color in the office

Digital commercial printing

Imaging systems

Digital imaging & printing everywhere

Transformation of the data centre

- Next Generation Data Centre

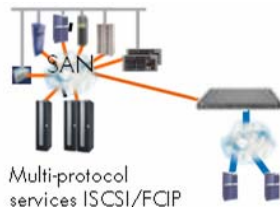
Today's datacenter is constrained by the form of their building blocks and the processes required to manage them

Current state

High-cost IT islands

Manual, ad hoc processes

Maintenance



Trend



Future state

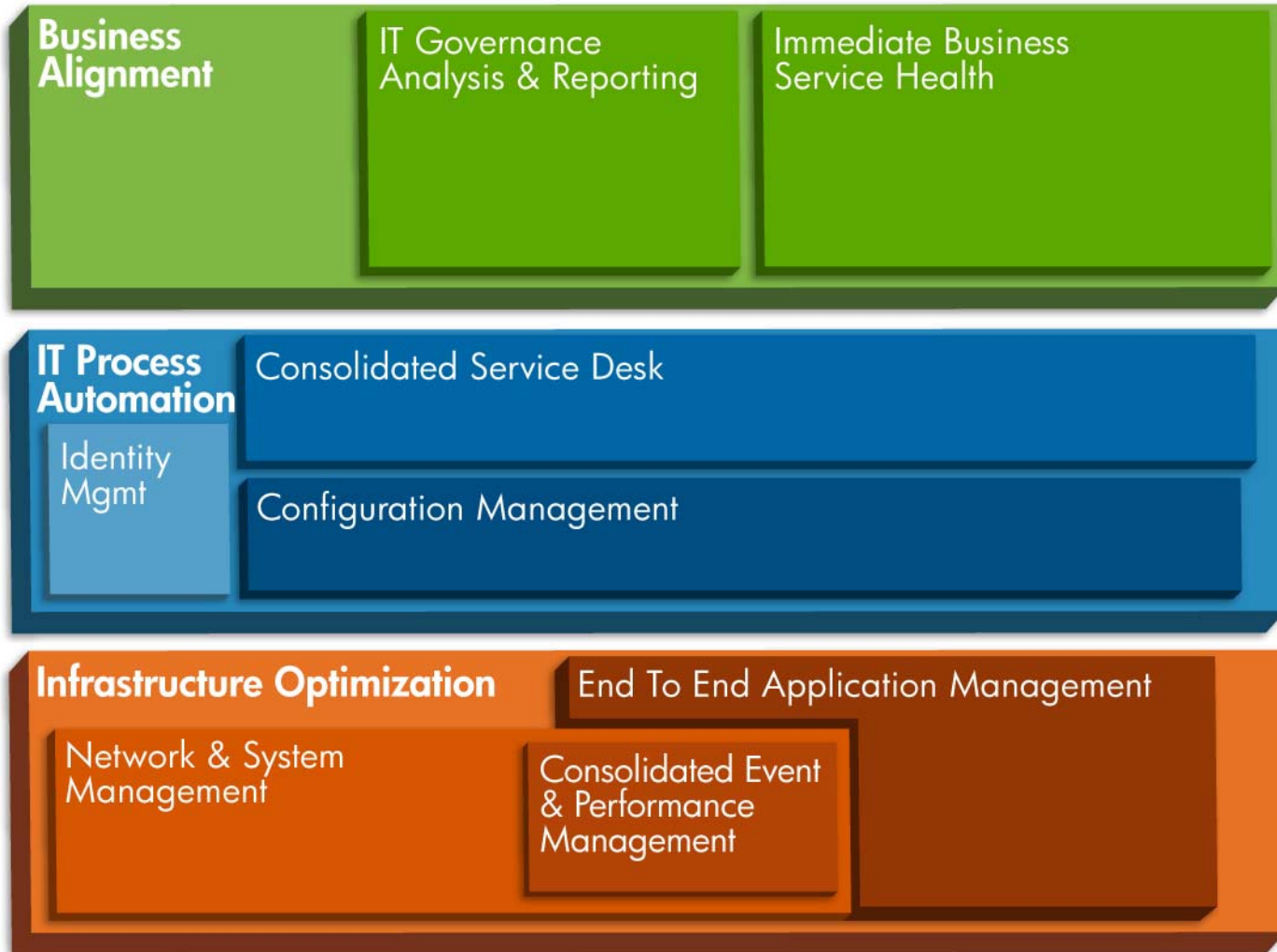
Low-cost pooled IT assets

Automated 24x7 lights-out computing

Innovation



Enablement for the next generation data centre



The Portfolio

Enterprise



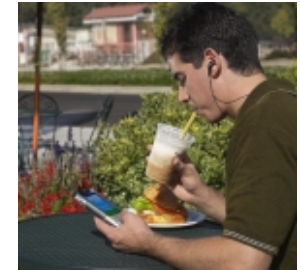
Public Sector



Commercial/SMB



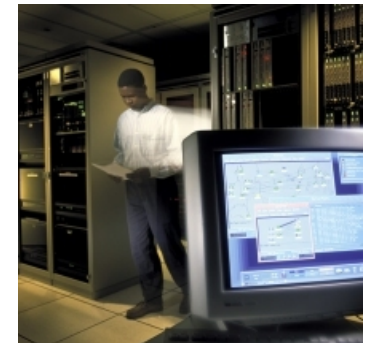
Consumer



Mobile & Access
Devices
 Notebooks
 Desktop
 Thin Clients
 Handhelds



Imaging & Printing
 Wireless & mobile printing
 Digital Photography & Entertainment
 HALO Studio



Infrastructure
 Servers
 Storage
 Network
 Software
 Management
 Hi End Indigo printing



Services
 Consulting & Integration
 Managed Services
 Support Services
 Application Services
 Imaging & Printing Services



Solutions
 OpenView
 OpenCall
 OpenBank
 Service Delivery
 Business
 Technology
 Optimisation



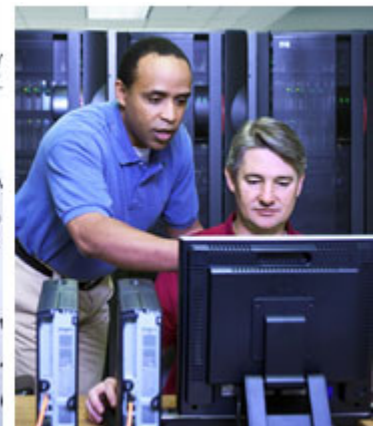
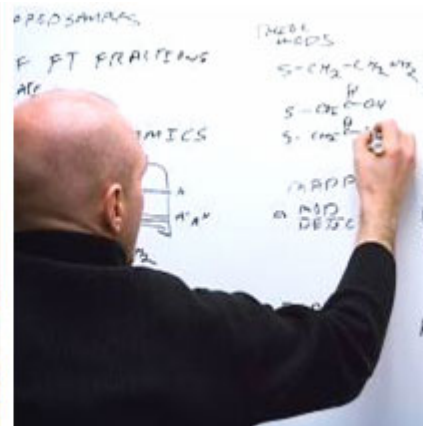


Innovation helps CIOs turn IT on its head...

- Enables customers to deal with a heterogeneous environment
- Creates unmatched portfolio in BTO (Business Technology Optimization)
- Empowers CIOs to run IT like a business
- Delivers solutions to reduce cost of transactions
- Strengthens 24/7 support
- Delivers unprecedented BTO potential to increase ROI
- Have the world's best innovators, marketers, alliance builders and more!

Cutting-edge innovation, such as ...

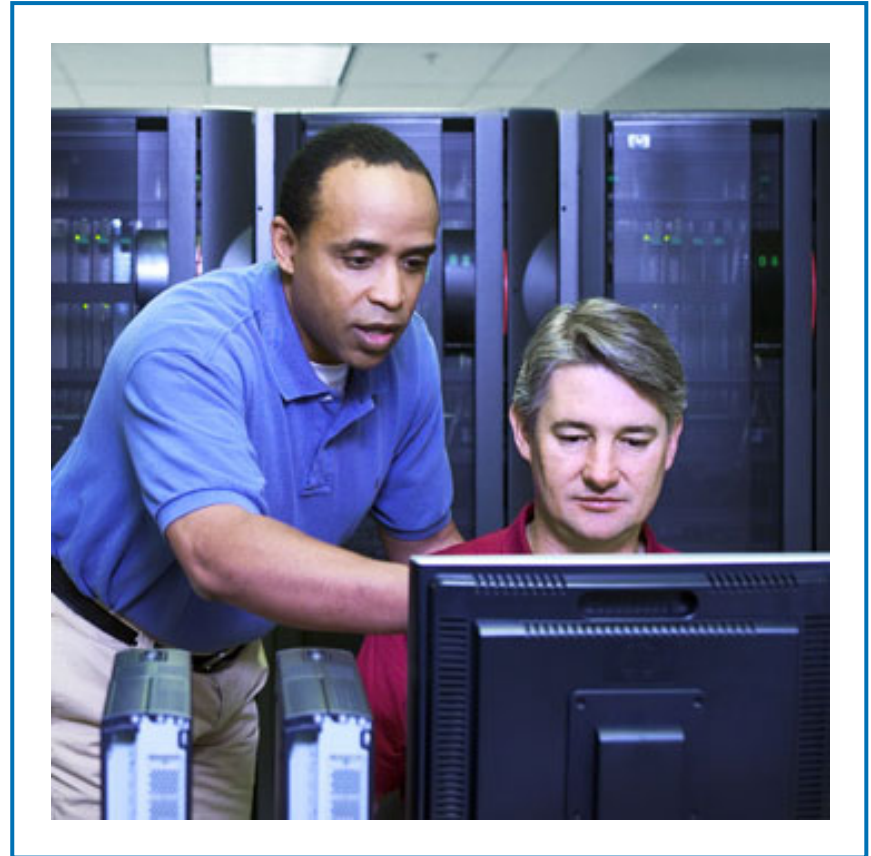
- Virus Throttle Software
- OurGrid
- Crossbar Latches
- HALO Interactive Virtual Conferencing



Virus Throttle Software

Helping to detect, contain and slow viruses within the IT infrastructure

- Detects abnormal behavior in outbound connection requests
- Slows connections of an infected machine
- Prevents rapid spread of malicious code



OurGrid

Streamlined grid solution for limited computing infrastructure

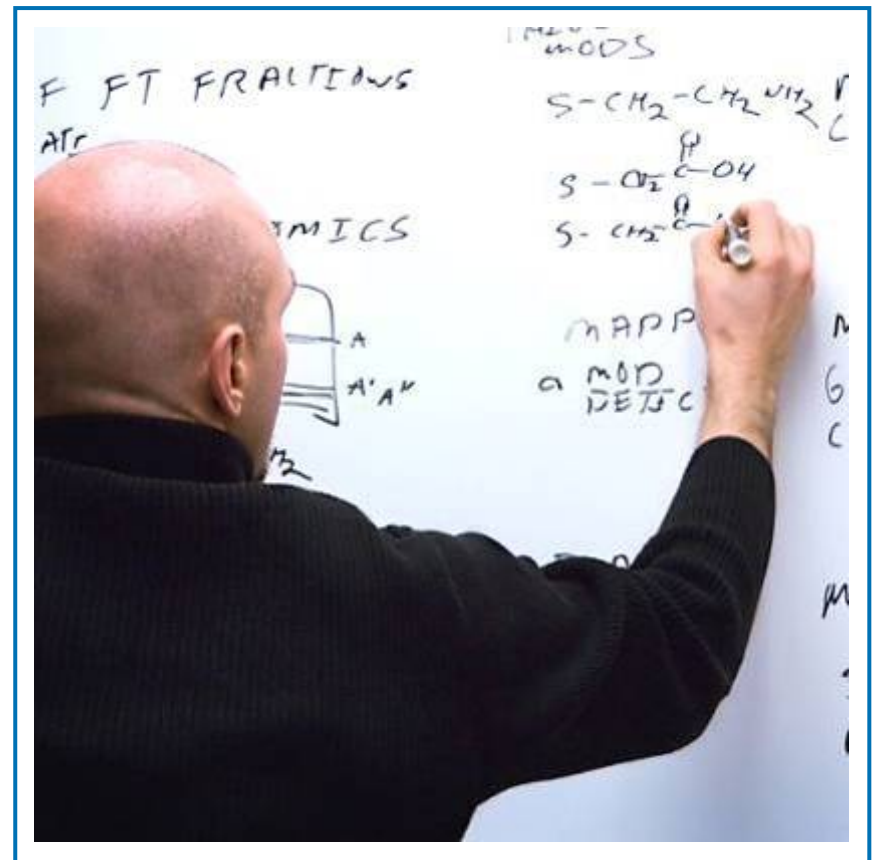
- Downloadable software solution
- Enables computing resource sharing without costly investments in IT infrastructure



Crossbar Latches

Reinventing the computer through nanotechnology

- Molecular-scale alternative to conventional transistors
- Offers the potential for computers to be:
 - Smaller
 - More powerful
 - Less expensive



Halo Interactive Virtual Conferencing

A real-time, seamless communications experience that can improve how people work and interact

- Enhanced person-to-person engagement
- Greater decision-making effectiveness
- Improved time management and reduced travel costs



What is NeoView?

An innovative enterprise data warehouse

Enterprise class

- Highly available 24/7/365
- Readily scales 100s of processors
- High performance massively parallel database
- Handles complex queries and high concurrency

Appliance-like simplicity

- Pre-configured, integrated and tested (HW & SW)
- Little maintenance or database tuning
- Easily incorporated into existing IT environments
- Remotely monitored and managed

Affordable

- Re-deployable hardware
- 40% lower selling price
- Standards-based commodity components
- Reduced operating costs
- Reduced DBA costs

Based on NonStop and surrounded by world-class services

Local Innovation & Invention Areas

- Pen based computing
- Document Imaging
- Mass communication



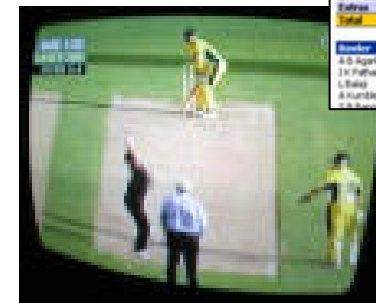
Australia won the toss and decided to bat

Scowings
Australia 230 all out (48.3 overs)
India 270 all out (49.0 overs)

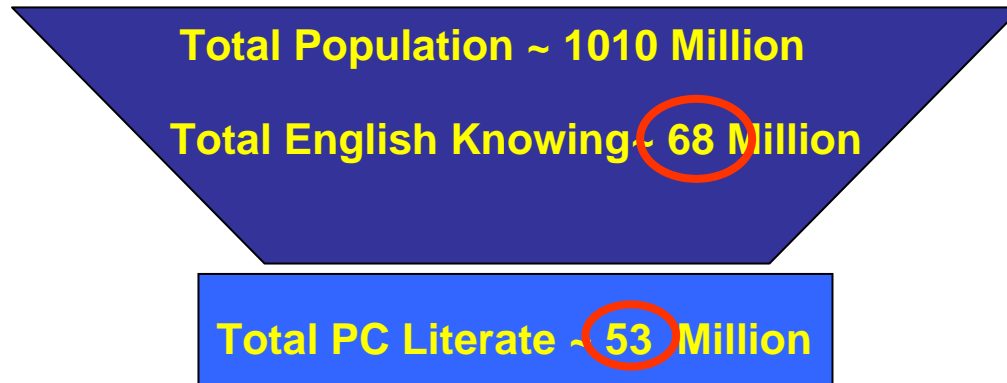
| Australia Innings | | | | |
|-------------------|-----------------|------------|------------|-------------|
| batsman | | Runs | Balls | |
| A.C.Gidrat | c I.K.Patkar | 0 | 1 | 0 |
| M.L.Hayden | c Harjeet Singh | 20 | 23 | |
| A.T.Harvey | c and b | 1 | 1 | 0 |
| D.R.Martin | c L.Baki | 0 | 1 | 0 |
| A.Symonds | c A.Kumble | 88 | 102 | |
| M.J.Clark | c V.V.S.Laxman | 63 | 66 | |
| M.G.Revan | c S.C.Ganguly | 0 | 1 | 0 |
| J.Harvey | c S.R.Tendulkar | 28 | 34 | |
| A.J.Bichel | run out | 1 | 1 | 0 |
| T.V.Gilchrist | not out | 8 | 10 | |
| S.A.Williams | c Harjeet Singh | 27 | 31 | |
| Total | 230 | 105 | 146 | 39.6 |

| India Innings | | | | |
|---------------|-------------|----------|------------|----------|
| batsman | Runs | Balls | 4s | 6s |
| A.B.Agarwal | 9.3 | 1 | 42 | 4 |
| J.K.Patkar | 13.0 | 0 | 61 | 0 |
| L.Baki | 1.0 | 0 | 12 | 1 |
| A.Kumble | 13.0 | 0 | 76 | 1 |
| Total | 37.3 | 0 | 190 | 6 |

Total 49.3 overs (all out) 270



IT in Local Language



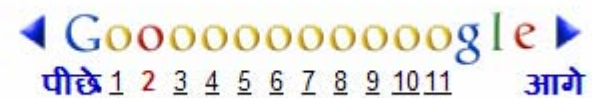
“There is a clear correlation between adoption of PC and comfort level with English.

.....Those with affordability but not conversant with English do not know what to do with a PC”

Local Language content is getting there

Source: IMRB's Syndicated study

परिणाम पृष्ठ:



Gesture-based keyboard (GKB)



Paper & IT convergence



- How does one sign a document printed remotely?
- How does one check authenticity of paper documents across enterprises.

Digital Authentication of Printed Documents



Mass Communication

- Information Delivery through mass media
- Television + Print

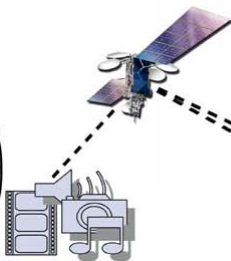
| INDIA statistics | 2003 | 2010 |
|------------------|------|------|
| TV households | 85M | 150M |
| Cable TV % | 52% | 65% |
| TV Viewership | 500M | 800M |
| Internet Users | 4M | 30M |
| Cell phone users | 40M | 305M |

The collage consists of three distinct images. The top image is a screenshot of a website titled 'ksl-tv recipes' featuring a woman in a kitchen preparing a dish. The middle image is a newspaper clipping with the headline 'Rec Day' and a picture of a woman. The bottom image is a cricket scorecard for a match between Australia and India, showing innings, batsmen, and bowlers.

Printcast: Television+Print in distance education



Mysore



The big shifts

- All processes and content are being transformed from physical and static to digital, mobile and virtual
- The demand for simplicity, manageability and adaptability
- It's a heterogeneous, networked world; everything is becoming connected
- Innovative business models



Awards and recognition



Best First Steps
Bank of India
HP



"Nobody has done total outsourcing like we have. Now banks look at outsourcing because they find it is cheaper, the cost is fixed, the requirements for expansion are already built in, and the responsibility of many suppliers is not with the bank. They are seeing things happening at Bank of India, and many of them are now asking for outsourcing contracts."

- D. Krishnamurthy, General Manager - Information Technology, Bank of India

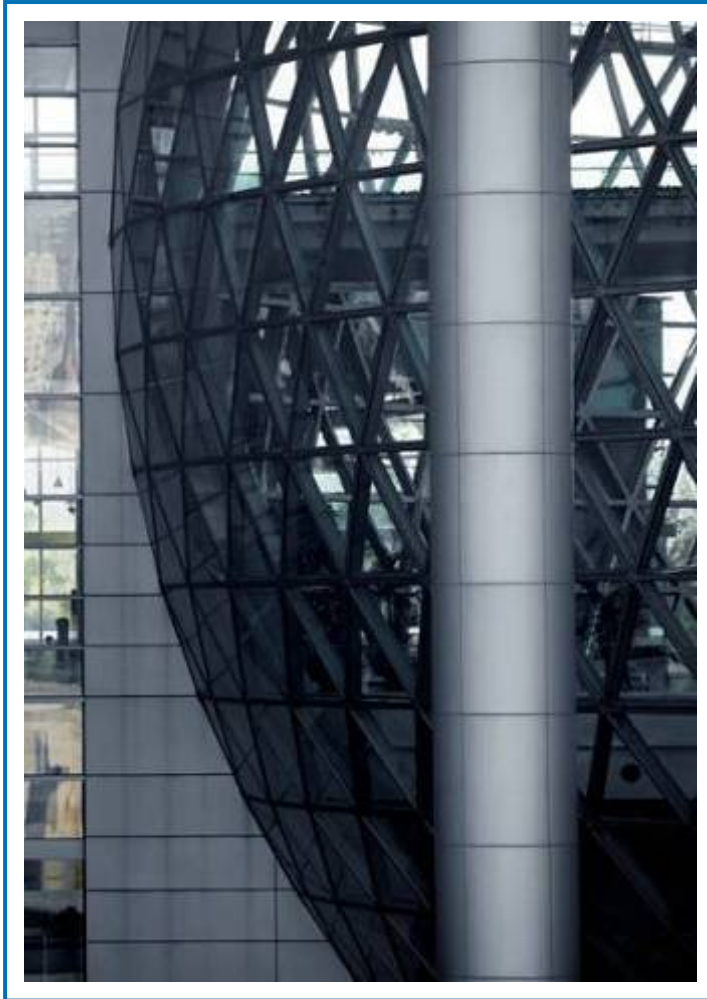


Participation by BOI and BOB in
WW Analyst Conference in 2005 & 2006 and
SIBOS in 2006



Summary

Innovation, collaboration, execution



- Commitment to customers
- Collaboration with partners
- Leveraging size, scope and scale to serve a broad spectrum of customers
- Innovation across the Breadth and depth of the portfolio
- Global ideas incorporated and customised in products for different markets
- Focused innovation and invention that enhances industry standard building blocks
- India centric innovations to touch the masses

