

# Applied Innovation

From ideas to business results

Applied Innovation

# Agenda

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Wipro Overview

Wipro Retail

Projects

Think Globally Act Locally

Challenges

Questions

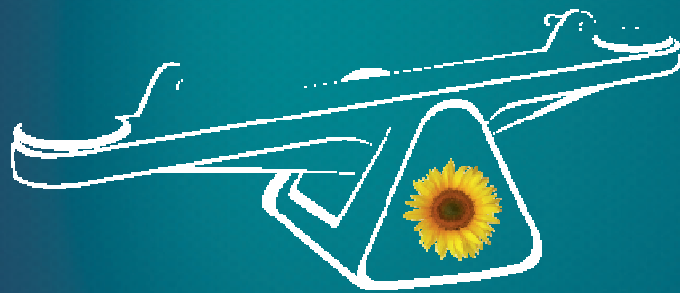




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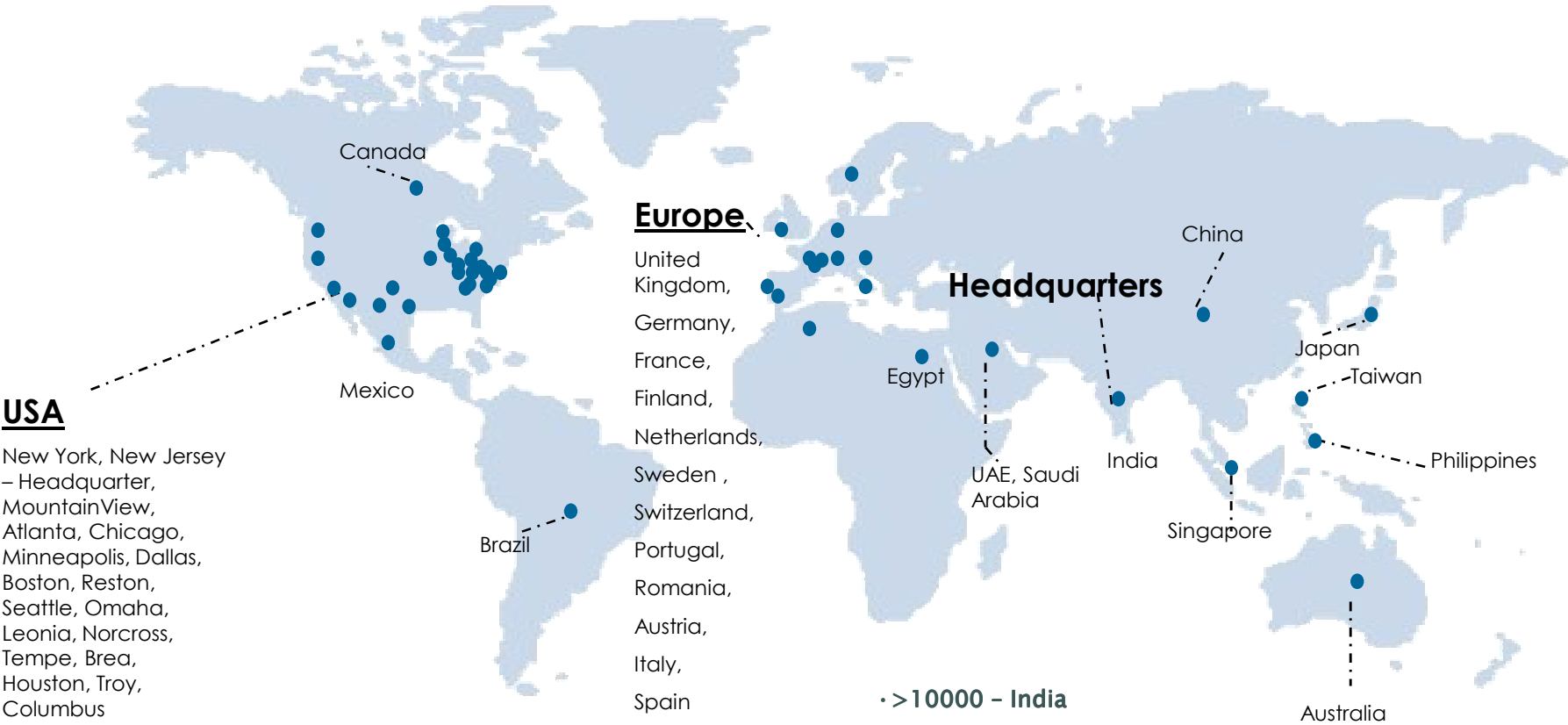


## Wipro Overview

- Wipro Europe



# Global footprint



53 countries, 48 GDCs, 24 global near-shore centers

- > 10000 – India
- > 5000 people – US
- > 1000 people – Europe (over 4400)
- > 100 people – Japan, Canada, Brazil, Australia, UAE, Saudi Arabia,
- < 100 people – Egypt, Taiwan, Singapore, Mexico, Philippines





# Applied Innovation

From ideas to business results

## Wipro Retail

- What are we ?
- Value proposition
- Clients

## What are we?



- Specialists in implementing integrated solutions and ensuring effective support of retail systems
- Competence and results-orientated attitude
- Optimisation of retailers' IS processes
- Well engineered solutions delivered to the highest standard, on time and on budget
- A track record of delivering excellent results



# Value proposition



- Strong retail knowledge
- The best solutions to each customer
- Long-term customer relationships
- Results-orientated attitude
- High degree of staff knowledge
- Delivery and Quality
- Research & Development
- Search for Excellence



# Clients







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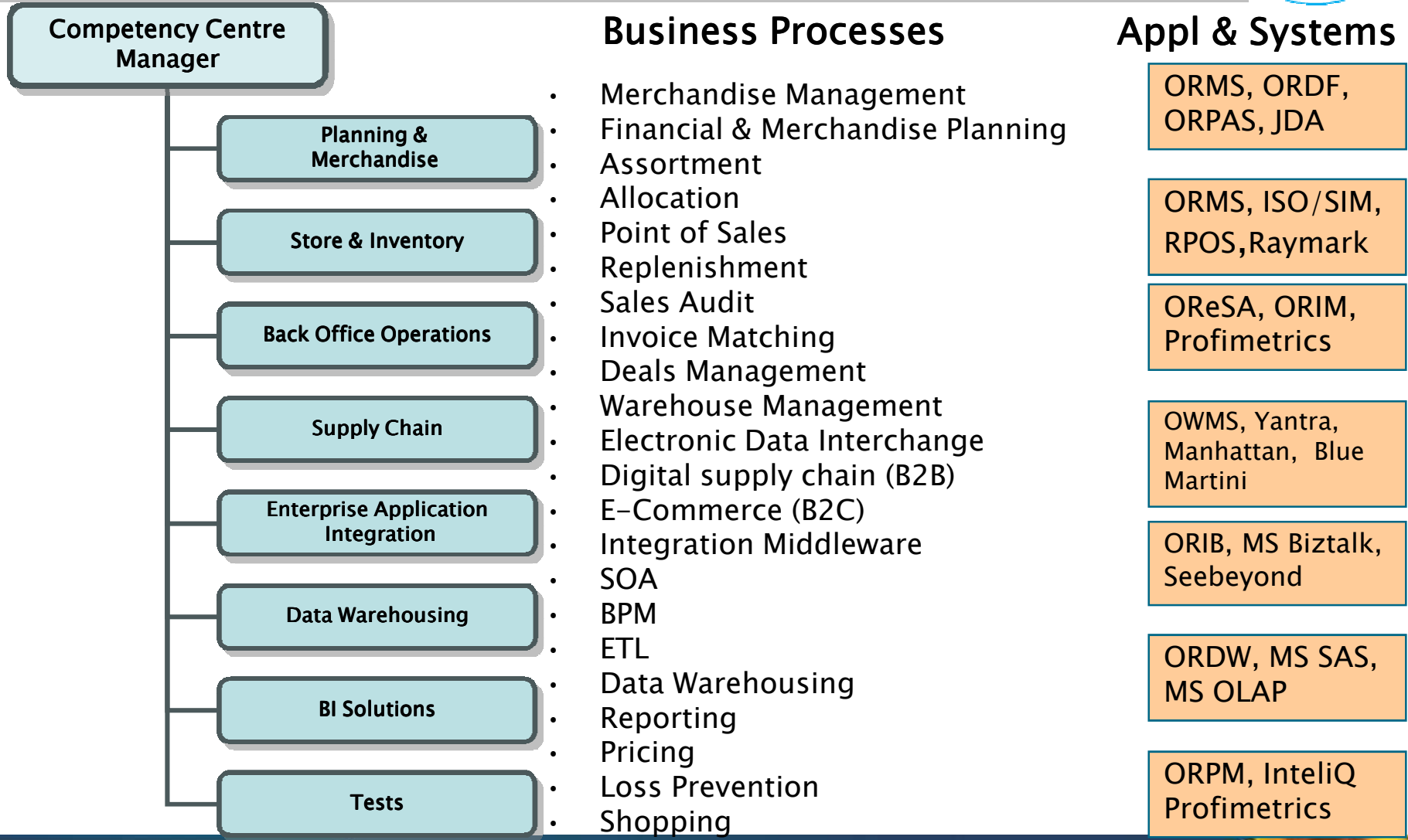
From ideas to business results

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Competence Centers



# Business, Systems and Technical Competencies





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From ideas to business results

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Projects



## Where is the need?

**Goal:** Development products or services that are business oriented.

- Customers are not worry about the tecnologia

**Only when they need to pay**

- Technology is important when help us to improve business process

**Oriented to results**

- Technology supports business

**Its impossible to think Retail without thinking in products and services able to support the business**





## Goal: New ERP to be implement with invoice matching product

- Department that is responsible for audit the invoice delivered by suppliers
- Processes are done manually with few exceptions
- All documents are send in paper with exceptions of EDI files
- New invoice product allows automatic audit validation and consolidation
  
- Optical read to convert invoice documents (paper) into electronic files.
- Integration of electronic files in the ERP data dictionary
  - Integration process
- Batch to automatically audit and consolidate all documents



# Projects



## ★ Investment versus Revenue?

### ▪ Case

#### ▪ ReIM & OCR products Integration

- Department decrease Human tasks
  - Process changes the scope:
    - manual to automatic
- Errors
  - Human errors are avoid
  - Errors treatment according business logic
- Speed up with the audit & validation and consolidation of Invoices
  - Fast conflicts resolution between entities
  - Gains in the B2B relationship

### ✓ Productivity effects & Profitability gains





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Think Globally Act locally



## Think Globally Act locally

### ★ Where we have prospects?

- Resources
  - Personal Skills:
    - Lang and language
    - Business know how
      - Diversity of markets
  - Adaptable to:
    - Cultural diversification
    - Religious issues







## Think Globally Act locally

### ★ Where we have prospects?

- ERP
  - Multi Language
  - Multi Currency
  - Diversity of Legal Issues
    - Accounting variances
    - Tax laws
    - Tariffs
  - Diversity of Business processes
    - Local Markets approach





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From ideas to business results

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## Challenges

# Challenges



## ★What can I do?

### ▪ Steps

- Market Oriented
- Results Oriented
- Legal property recognition
  
- Put you name on the guest list
  - Good ideas only had value when they are recognized by the market





# Thank You

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