



ORCHESTRATING BUSINESS OUTCOMES.

Helping businesses thrive through Wipro FullStride Cloud Services.

Rajan Kohli, Managing Partner
Stephanie Trautman, Chief Growth Officer

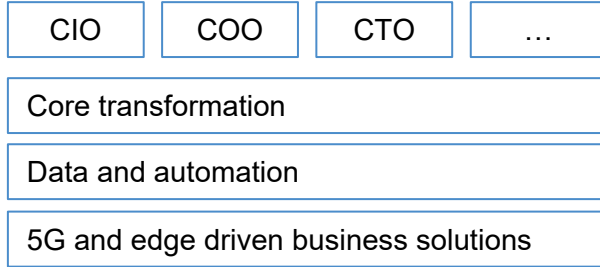
AGENDA

- 01 Our growth engines
- 02 Value orchestration
- 03 Wipro FullStride Cloud Services



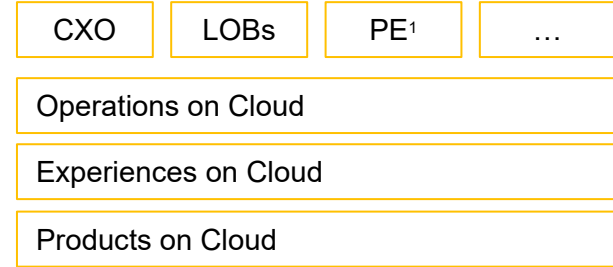
OUR GROWTH ENGINES

01 Journey towards the digital enterprise



- Digital & cloud for future ready foundations
- Scalable cost efficiencies and agility
- Resilience and security

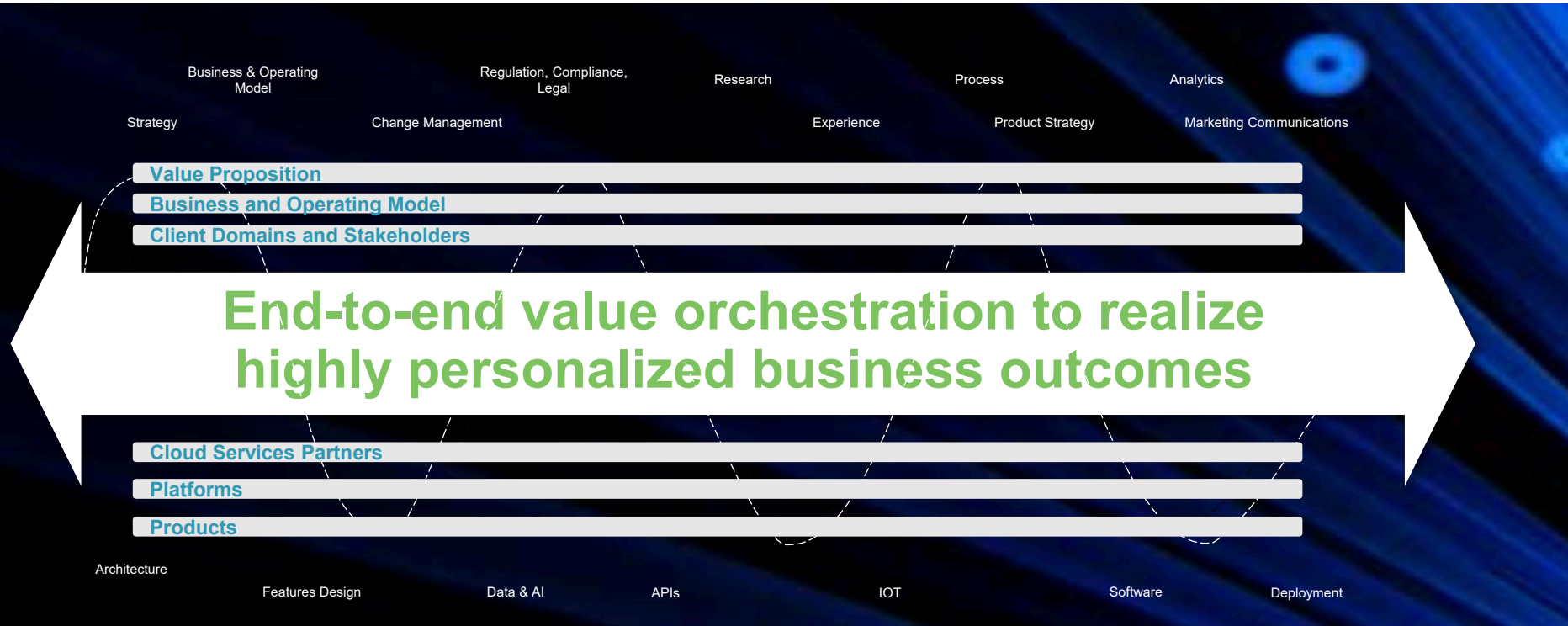
02 Build new ecosystems and thrive



- Digital & cloud for growth in B2B, B2E, B2C ecosystems
- Business solutions on cloud
- Trusted & Always-on

¹ Private Equity firms

WIPRO DIFFERENTIATION



VALUE ORCHESTRATION

A new partnership paradigm

01 THINK

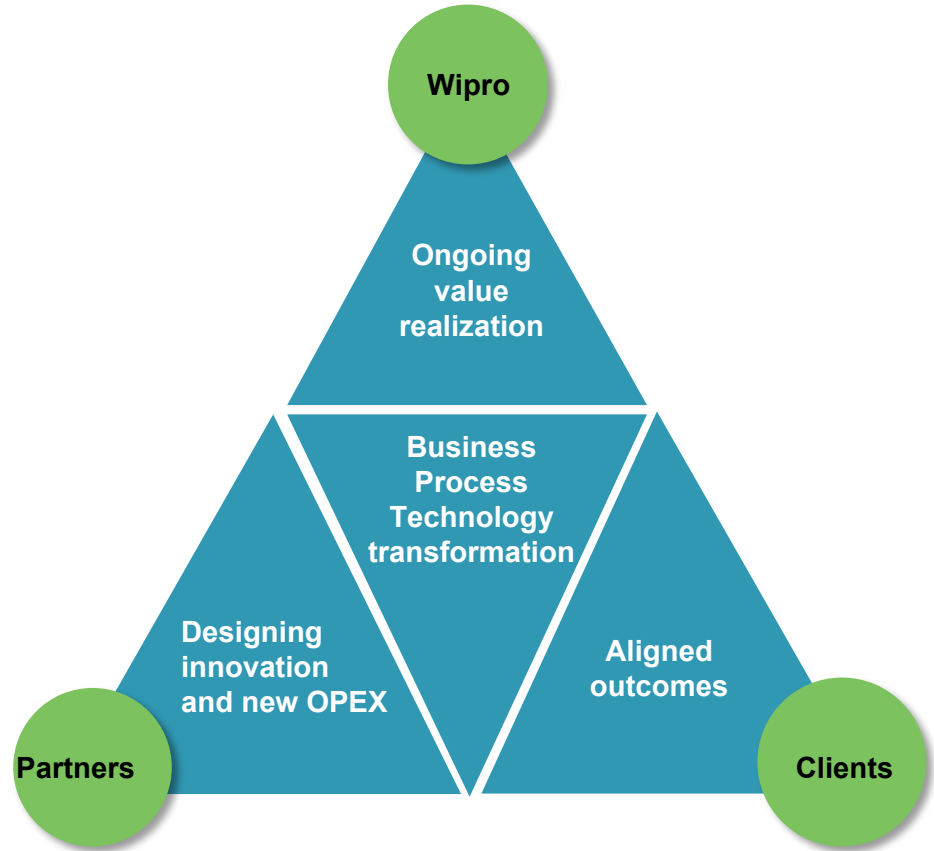
As the orchestrator

02 ACT

To continuously deploy value and innovation

03 DO

As a business partner sharing outcomes



1

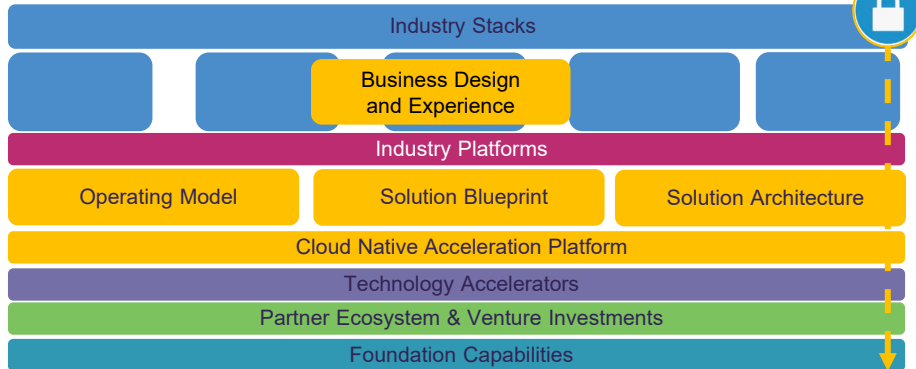
Domain & Consulting

Value design for sectors

2

Integrated Capability

Business solutions and industry stacks on cloud



WIPRO CLOUD STUDIO

79K
Cloud
professionals

10,000
Certified
specialists

100+
certified IPs



WIPRO MAKING BUSINESS THRIVE

Examples

BFSI

New **logo** for a global multinational financial services company.
Migrate and modernize

BFSI

New **business and operating model** enabled on a **new cloud stack** to create an as-a-service play into the **BFSI ecosystem**

Telco

New **business operations** on the **cloud** underpinned with **5G** capability for B2B and B2C customers

Transport

Enabling **new revenue streams** through **monetizing enterprise data** into the **logistics ecosystem**

Utilities

Data as an asset for Smart Grid decisioning; **secure data democratization**; **OT and AI capability** at the centre

Towards the digital enterprise

Build new ecosystems & thrive



WIPRO FULLSTRIDE CLOUD SERVICES

UNIFIED AND INTEGRATED APPROACH TO CLOUD



THE MARKET HAS TAKEN NOTICE



"Wipro is investing in the right time with these efforts..."

-HFS Research

"Brings the full strength of Wipro behind cloud."

-Everest Group

"With its launch of FullStride Cloud Services, Wipro provides a full life cycle of services and a full-stack play that enables digital transformation and continuous innovation."

-IDC

Bloomberg
TELEVISION



sky news

FORTUNE
INDIA



techradar.pro

DW DIGITALISATION
WORLD



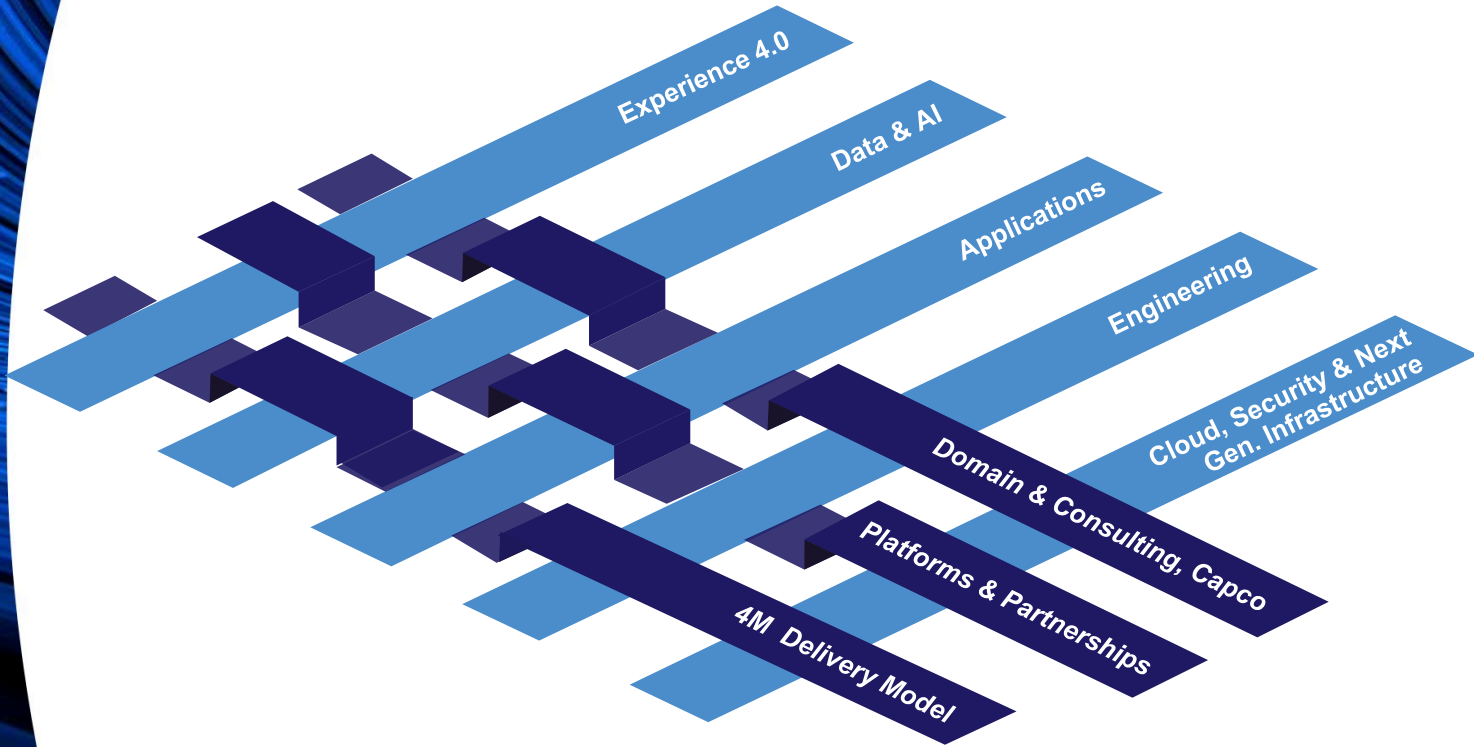
WIPRO FABRIC

TIGHT INTERSECTIONS FOR EFFICIENT ORCHESTRATION

4 regional
delivery
hubs

11 cloud
studios, 5
in progress

4
Innovation
centers



FULLSTRIDE ECOSYSTEMS AND PARTNERS

PARADIGM SHIFT

Focus and Investments

New Global and Market Leadership to orchestrate across partners and develop ecosystems

Proactive Partner Engagement through dedicated market development teams

Focus on Developing Ecosystems over and beyond alliances to address client needs

Field Enablement and Market Alignment both internally and externally

Partner Investment Strategy

- Joint investments in high priority opportunities
- Tiered Alliances
- Alliance Portfolios – Cloud, Digital Experience, Data & Analytics, Banking, etc.

Ecosystem Orchestration



Jointly building business solutions through our ecosystem



INVESTMENTS

IN FULLSTRIDE CLOUD SERVICES

01

Hyperscaler
communities of practice

02

Cloud Studio assets and
skills

03

AI, Cloud, Data & Engineering
practice expansions

04

Deepening sector focus
in Domain and
Consulting

05

Cloud acquisitions

06

Sales specialization
and Large Deals Team

07

Partnership co-investments



THANK YOU

Rajan Kohli, Managing Partner
Stephanie Trautman, Chief Growth Officer

