

A dynamic new model for global sourcing

Europe's top organisations gain access to a new service and delivery model.

When two of the world's leading IT services providers join forces the result is a powerhouse of support and capability for organisations looking for global systems integration expertise with a local touch.

A unique strategic alliance between T-Systems, the enterprise customer brand of Deutsche Telekom, and global IT services and consulting provider Cognizant is set to deliver this strength and facilitate the adoption of global IT services delivery in and beyond Europe.

Our strategic partnership will draw on a combined talent resource base of over 110,000 employees worldwide with operations in all key geographies – Europe, Americas and Asia. Together, we have created one of the very few global Systems Integration alliances and, as such, we are totally in tune with the new and dynamic 21st century global sourcing model.

There is a natural affinity between our two organisations that will bring significant benefits to mutual customers across diverse industries. Both T-Systems and Cognizant have built impressive reputations based on strong customer-focused businesses. We will deliver a combination of onsite, near-shore and offshore capabilities so that, for example, our clients will see **cost, speed to market, efficiency gains, scale and technical excellence benefits** accruing from the global delivery of key IT services, such as application testing, development and systems integration.

In addition, the multinational delivery capability of both partners will ensure all our customer relationships benefit from **local management and client intimacy, industry depth and language and cultural understanding**.

We believe our strategic alliance gives our customers the best of all worlds, combining geographic reach with industry-specific knowledge and delivery expertise.



Cognizant

The strategic alliance will allow us to make efficient use of our combined assets, resulting in larger deals and better execution – a win-win situation, both for our customers and for our global delivery capabilities.

Both partners believe the alliance will open up continental Europe for the global delivery of IT service by combining T-Systems' leading European front-end technology with Cognizant's renowned off-shore capabilities. Specifically, we will provide Europe-based companies with the synergy of local business power – business culture, language capabilities and operating philosophy – and global resources.

Our combined strengths as two of the world's leading service providers will enable customers to leverage the benefits of global delivery. They will reduce costs through traditional labour arbitrage and drive business transformation and innovation through a powerful front-end that is deeply rooted in the local business environment.

Together T-Systems and Cognizant have created the very best 21st century model for multinational and offshore sourcing.



Strength in partnership

T-Systems has a strong position in the European market for ICT services, in particular in infrastructure services (like data centre and desktop outsourcing, global voice, data and IP services) as well as in application development, application management and system integration services. It is T-Systems vision to seamlessly integrate IT and telecommunications services for connected life and work. With more than 56,000 employees and 12 billion Euro revenues in 2007, T-Systems is the undisputed IT services leader in Germany, Europe's largest economy, and number two in Europe. It has a strong customer base in the global automotive industry centered around large OEM key customers, as well as in EU public sectors and manufacturing industries.

Cognizant (NASDAQ: CTSH) is a leading provider of information technology, consulting and business process outsourcing services. Cognizant's single-minded passion is to dedicate our global technology and innovation know-how, our industry expertise and worldwide resources to working together with clients to make their businesses stronger. With more than 35 global delivery centres and over 55,000 employees as of December 31, 2007, we combine a unique onsite/offshore delivery model infused by a distinct culture of customer satisfaction. A member of the NASDAQ-100 Index and S&P 500 Index, Cognizant is a Forbes Global 2000 company and is ranked among the top information technology companies in BusinessWeek's Info Tech 100, Hot Growth and Top 50 Performers listings. Visit us online at www.cognizant.com.



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