# Genpact Partners with Jaguar Land Rover to Optimize Their Procurement Processes

**Genpact's Smart Enterprise Processes (SEP(SM)) Framework and Analytics to Make Jaguar Land Rover's Procurement Operations More Competitive**

NEW YORK, Oct. 2, 2013 /PRNewswire/ -- Genpact Limited (NYSE: G), a global leader in business process management and technology services, announces that it is partnering with Jaguar Land Rover to provide extensive business process management and analytics services to help optimize the British auto manufacturer's procurement operations. Genpact is helping Jaguar Land Rover reduce costs, develop sourcing strategies and minimize the complexity associated with managing the large supply base that encompasses the company's global operations. Genpact is also providing analytics and research support so that Jaguar Land Rover can further optimize its sourcing strategies and decisions.

(Logo: http://photos.prnewswire.com/prnh/20120501/NY98560LOGO )

Under the terms of the agreement, Genpact is managing Jaguar Land Rover's end-to-end request for quotation (RFQ) process for their model launches and engineering changes, thereby enabling Jaguar Land Rover's Purchasing staff to focus on strategic aspects of the business. Genpact will help Jaguar Land Rover standardize their RFQ process and also help scale its business in new and existing markets while ensuring efficiency and compliance.

Genpact is also providing extensive analytics and market research support to Jaguar Land Rover's procurement functions, helping them to develop commodity sourcing strategies and roadmaps that will have a significant bottom line impact. Genpact's Smart Decision Services business will apply its 'Should Cost' analytics framework to help Jaguar Land Rover identify immediate and long-term cost reduction and negotiation opportunities and strategies. Genpact has already successfully launched analytics projects for Jaguar Land Rover in production purchasing and is currently also planning projects in non-production purchasing.

"We are excited to apply our procurement expertise and deep analytical capabilities to Jaguar Land Rover's operations," **said Patrick Cogny, senior vice president and business leader, Infrastructure, Manufacturing and Services at Genpact.** "We combine these strengths to ensure that the right information is sourced, processed, and then injected into Jaguar Land Rover's decision making process to make their operations adaptive to market conditions, globally competitive, and better connected with its supply base."

**About Jaguar Land Rover**

Jaguar Land Rover has ambitious plans for sustainable growth and profitability. Jaguar Land Rover has three advanced manufacturing facilities in the UK and is building its first state of the art advanced engine facility at i54 South Staffordshire Business Park investing more than £500m and creating almost 1,400 new jobs. Jaguar Land Rover will invest circa £2.75bn in its products and facilities in the financial year to March 2014. Jaguar Land Rover employs more than 25 000 people and sells vehicles in 178 countries around the world. More than 80% of our business is exported. Jaguar Land Rover has recruited over 9,000 people in the last two years. Jaguar Land Rover is the only UK automotive company to be rated Platinum in the Business in the Community Corporate Social Responsibility Index 2012. More information can be found at www.jaguarlandrover.com.

**About Genpact**

Genpact Limited (NYSE: G) is a global leader in transforming and running business processes and operations, including those that are complex and industry-specific. Our mission is to help clients become more competitive by making their enterprises more intelligent through becoming more adaptive, innovative, globally effective and connected to their own clients. Genpact stands for Generating Impact – visible in tighter cost management as well as better management of risk, regulations and growth for hundreds of long-term clients including more than 100 of the Fortune Global 500. Our approach is distinctive – we offer an unbiased, agile combination of smarter processes, crystallized in our Smart Enterprise Processes (SEP$^{SM}$) proprietary framework, along with analytics and technology, which limits upfront investments and enhances future adaptability. We have global critical mass – 60,000+ employees in 24 countries with key management and corporate offices in New York City – while remaining flexible and collaborative, and a management team that drives client partnerships personally. Our history is unique – behind our single-minded passion for process and operational excellence is the Lean and Six Sigma heritage of a former General Electric division that has served GE businesses for more than 15 years. For more information, visit www.genpact.com. Follow Genpact on Twitter, Facebook and LinkedIn.

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