Genpact Launches New Partner Program to Expand Innovation for Clients

Argus, Automation Anywhere, and OneSource Virtual among key Genpact partners working to accelerate digital transformation

NEW YORK, Nov. 28, 2017 /PRNewswire/ -- Genpact (NYSE: G), a global professional services firm focused on delivering digital transformation, has launched its new partner program, Genpact Partner Plus, to leverage a strong partner ecosystem to accelerate digital-led innovation and digitally-enabled intelligent operations for its clients.

"As the market is in transition and companies in all industries are plotting digital transformation strategies, alliances and partner ecosystems has never been more critical. Genpact is committed as a company to building strong partnerships and to collaborating with leading software and services firms to drive success with clients," **said Chris Webber, Research Director for IDC Strategic Alliances.**

While Genpact has been collaborating with a wide range of companies to help clients since its inception, the new Genpact Partner Plus program offers a more targeted approach to building innovative and market-leading joint services and platforms to accelerate client impact. The Genpact Partner Plus partner ecosystem includes three categories of partners to extend its strategy of bringing best-in-class digital, consulting, and domain capabilities to its clients – Consulting Partners, Digital Technology Partners, and Industry Solution Partners. The goal is to deliver repeatable and scalable offerings to the market.

More specifically, through the Partner Plus program, Genpact is working with partners to:

- Leverage combined expertise to solve clients' toughest business problems
- Build new managed services offerings that provide flexible outcome-based pricing models for clients
- Provide best-in-breed digital technologies to accelerate digital transformation and competitive differentiation for its clients

The initial list of partners can be found here.

"In an environment where our clients need to adapt to change and disrupt faster than ever, leveraging a partner ecosystem allows us to bring additional agility and speed to our transformation services," **said Scott Van Valkenburgh, Global Alliances Leader, Genpact.** "Genpact's partners benefit from our global delivery network, domain and process expertise and our digital- and analytics-led products and services, and we benefit from their range of targeted technology and services offerings."

"Genpact's comprehensive portfolio of products and services is well-poised to further integrate offerings from partner companies as part of a solid, formal program," **said Andy Efstathiou, Banking Sourcing Research Director, NelsonHall.**

As one of the initial members of the Genpact Partner plus program, OneSource Virtual (OSV), a Workday platform as a service (PaaS) provider, and Genpact are working together to transform how companies run and operate their finance functions leveraging state-of-the-art digital technologies and process redesign.

"We are incredibly excited to be part of the Genpact Partner Plus Program. We are bringing two best-in-class companies together to uniquely solve client problems in innovative ways," **says Trey Campbell, CEO, OneSource Virtual.** "Genpact and OSV are excited to explore new ways for companies to run and operate their organizations by streamlining business processes with technology, including state-of-the-art digital and analytics capabilities."

Moving forward, Genpact intends to incubate and fast start a select number of target companies for entry into

Partner Plus. More information on Genpact Partner Plus is available at www.genpact.com/about-us/partner-plus.

About Genpact

Genpact (NYSE: G) is a global professional services firm that makes business transformation real. We drive digital-led innovation and digitally-enabled intelligent operations for our clients, guided by our experience running thousands of processes for hundreds of Global Fortune 500 companies. We think with design, dream in digital, and solve problems with data and analytics. We obsess over operations and focus on the details – all 78,000+ of us. From New York to New Delhi and more than 20 countries in between, Genpact has the end-to-end expertise to connect every dot, reimagine every process, and reinvent companies' ways of working. We know that rethinking each step from start to finish will create better business outcomes. Whatever it is, we'll be there with you – putting data and digital to work to create bold, lasting results – because transformation happens here. Get to know us at Genpact.com and on LinkedIn, Twitter, YouTube, and Facebook.

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