

Satyam inks Framework agreement with ArcelorMittal

Satyam Computer Services Ltd. (NYSE:SAY), a leading global business and information technology services provider, today announced that it has signed a framework agreement with ArcelorMittal as one of the only two global IT services providers to consolidate sub-contractors' activities. This agreement will focus on enhanced application support, cost advantages, reduced vendor management overhead, dependable partnership for future enhancements and IT Convergence initiatives for ArcelorMittal. Satyam will share a significant portion of approximately 70% of the currently subcontracted activities in the scope of this initiative.

Satyam will deliver these services in combination with ArcelorMittal's European partners. Further specifics of the services are still to be defined. The Framework Agreements are going to be valid for 3 years, till 2011 however, the details of specific activities coming under the scope of the framework agreement will be defined with involvement of all key stakeholders, and will be communicated through the appropriate channels at the appropriate time.

Speaking on the occasion, **Subu D Subramanian, Director and Senior VP at Satyam Computer Services Ltd**, said 'Satyam is delighted to partner with ArcelorMittal on the critical transformation initiative of their ITSWE (Information Technology Services Western Europe). ArcelorMittal has been a valued customer for Satyam since 2003. This large deal provides Satyam a very significant opportunity to serve ArcelorMittal with integrated process and technology solutions leveraging our industry domain expertise and solution architecting capabilities. With our integrated solutions, Satyam will work towards enabling ArcelorMittal to achieve its transformational objectives of improving the cost effectiveness, flexibility and process maturity of its Western [Europe](#) IT organization'.

Satyam offers unique solutions for applications transitioning and support to meet aggressive timelines. The ITSWE today engages several agencies on contract to support, maintain and enhance off-the-shelf and Legacy applications at different plants in western Europe. Satyam aims to maintain, support and enhance applications legacy and off-the-shelf applications deployed in Western Europe.

This initiative plans to drive down the overhead of managing multiple local vendors and derive cost benefits and enhanced application support from a smaller list of vendors. Subsequently, it will look at creating a common platform or set of applications that can be replicated across multiple sites and deployed to enhance consistency and reduce application maintenance costs.

Explaining the Satyam advantage, **Sharat Kumar, Head - Process Manufacturing** at Satyam and ArcelorMittal Global PRM said, 'Satyam has been working with ArcelorMittal for over four years in application support, maintenance, development, ERP implementation and support in US, Asia, Europe, Americas, Africa, and Kazakhstan. In addition to the established relationship with ArcelorMittal divisions across different geographies, Satyam provided a unique solution to ArcelorMittal for applications transitioning and support, to meet their aggressive timelines as well as the value proposition of productivity gains and cost arbitrage of providing services from offshore.'

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