

iGATE and hybris collaborate to deliver leading edge multi-channel retail and manufacturing solutions

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Fremont, CA- July 13, 2012 – iGATE, the first integrated technology and operations company providing Business Outcomes-based solutions, has announced that it has been appointed as a Global Gold Partner by hybris, the leading provider of multichannel commerce and communication software. Initially a three-year deal, the global partnership will enable iGATE and hybris to offer an integrated package of consulting skills, business transformation and deployment of e-commerce solutions.

The formal partnership builds on projects undertaken over the past few years by iGATE and hybris with some of the largest global retail and manufacturing brands, including Rexel. It will enable iGATE and hybris to offer e-commerce solutions to both large and small enterprises that are looking to offer integrated, multi-channel platforms to their partners and customers. iGATE will build its hybris-based e-commerce solutions around its iTOPS delivery model, which enables customers to implement and pay for new technology platforms according to agreed outcomes, such as the number of transactions or records handled.

iGATE has recognized the growing importance of multi-channel platforms in the business-to-business environment, which is being driven by the successful adoption of these platforms in the business-to-consumer retail environment. So-called "omnichannel" shopping is becoming the norm, and business executives increasingly want to be able to interact with suppliers and partners using the same techniques they use when ordering through mobile, web and store.

Sean Narayanan, Chief Delivery Officer, iGATE, said: "Everyone is now looking for B2C capabilities in the B2B world. hybris is a recognized leader in multi-channel e-commerce software and provides a great platform to some very successful brands across the world. We are looking forward to collaborating with the hybris team and already have a series of exciting customer mandates in the pipeline."

Ariel Lüdi, CEO of hybris Group said: "The "consumerization" of B2B commerce continues to accelerate. Today's online business customers expect the same level of usability, personalization and functionality in a B2B site that they encounter when visiting B2C retail sites. We are delighted to formalize our partnership with iGATE and to be able to take our joint proposition to the marketplace."

iGATE and hybris have formalized their partnership in response to the trend and demand from organizations for a complete package of services and software to build new e-commerce platforms.

About Business Outcomes

iGATE's industry-first Business Outcomes-based approach focuses on the realization of tangible and measurable results, unlike traditional models which are driven by work, effort, time and manpower. Integrating technology and processes in a proprietary way and pricing services on results, iGATE exchanges fixed costs for a variable cost structure in an attempt to get clients to pay-for-results-only while enabling them adjust to the peaks and valleys of their demand.

About iGATE

iGATE Corporation is the first integrated technology and operations (iTOPS) company providing full-spectrum consulting, technology and business process outsourcing, and product and engineering solutions on a Business Outcomes-based model. Armed with over three decades of IT Services experience and powered by the iTOPS platform, iGATE's multi-location global organization has a talent pool of over 27,000 employees and consistently delivers effective solutions to over 360 Fortune 1000 clients spanning verticals such as: banking and financial services; insurance and healthcare; life sciences; manufacturing, retail, distribution and logistics; media, entertainment, leisure and travel; communication, energy and utilities; public sector; and independent software vendors. Please visit www.igate.com for more information.

iGATE Corporation is listed on the NASDAQ Global Select Market under the symbol "IGTE."

About hybris

hybris is a leading vendor of next generation end-to-end multichannel commerce software based on a single platform including managed and hosting services. Its clear vision about the need for consistency, coordination and personalization of information across all channels and throughout all phases of the customer lifecycle has resulted in the development of an integrated, agile solution enabling businesses to communicate and sell across all channels – online and offline - in a consistent and effective way. hybris has 14 offices around the world located in the economic capitals of North & South America, Europe and Asia and supports over 380 global customers. Customers are brands from retail and manufacturing industries, including: Bobcat, Clarks, Coca Cola Beverages, Conrad, Grundfos, Hornbach, Iomega, Kaiser+Kraft, Levi's, Lufthansa, Migros, Nespresso, Nikon, P&G, Rexel, Timberland and Toys 'R Us. www.hybris.com

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