



KPIT wins Prestigious Oracle Excellence Award for Specialized Partner of the Year – North America in the Regional SI/Reseller Applications Momentum Category

Oracle Recognizes KPIT's expertise in delivering specialized solutions

SAN FRANCISCO, October 1, 2012 – Oracle today awarded, KPIT, a Platinum level member of Oracle PartnerNetwork (OPN), with its 2012 Oracle Excellence Award for Specialized Partner of the Year – North America in the Regional SI/Reseller Applications Momentum category. The award reflects KPIT's success in adopting OPN's specialized approach which is aimed at enabling partners to establish industry recognition by following a formal process to become Specialized in key Oracle solution areas.

KPIT was presented the 2012 Oracle Excellence Award for Specialized Partner of the Year – North America in Regional SI/Reseller Applications Momentum category for demonstrating an outstanding and innovative solution based on Oracle products. This award recognizes KPIT's excellence in numerous areas including solution development, customer satisfaction, and sales. During FY12, KPIT achieved **22 Oracle Specializations, five Advanced Specializations, 14 OIM certified solutions** and trained more than **700 specialized consultants** globally.

[The Oracle Excellence Awards for Specialized Partner of the Year](#) - North America encourage innovation by Oracle PartnerNetwork (OPN) members, who use Oracle's products and technology to create value for customers and generate new business potential.

Speaking on this achievement, **Pawan Sharma**, President & Head, Integrated Enterprise Solutions, KPIT said, *"We are honored to be selected for the coveted Oracle Excellence Award. Many of you have previously known KPIT through our acquired brands, CPG Solutions and SYSTIME. This award demonstrates our integration strategy has been well-received by customers and our execution plan is on target. We aim to address the needs of our targeted vertical industries."*

For KPIT, this milestone reinforces KPIT's positioning as a leading solution provider focused on companies with manufacturing and supply chain needs. Customers can feel confident that they are engaging with an insightful, knowledgeable company that has strong expertise across Oracle's product portfolio and has a wide variety of Specializations in customers' industries.

"KPIT Infosystems has demonstrated an outstanding level of innovation in delivering proven, Oracle-based excellence in numerous areas such as sales, marketing, solution development, and customer satisfaction," said **Tyler Prince**, group vice president, North America Alliance Sales, Applications Oracle. *"We congratulate KPIT in achieving the 2012 Oracle Excellence Award for Specialized Partner of the Year – North America in Regional SI/Reseller Applications Momentum category. This achievement is a testament to their dedication to providing customers with solutions/services that drive real business value and results."*

About Oracle PartnerNetwork

Oracle PartnerNetwork (OPN) Specialized is the latest version of Oracle's partner program that provides partners with tools to better develop, sell and implement Oracle solutions. OPN Specialized offers resources to train and support specialized knowledge of Oracle products and solutions and has evolved to recognize Oracle's growing product portfolio, partner base and business opportunity. Key to the latest enhancements to OPN is the ability for partners to differentiate through Specializations. Specializations are achieved through



competency development, business results, expertise and proven success. To find out more, visit <http://www.oracle.com/partners>.

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About KPIT Infosystems

KPIT Infosystems, a global IT consulting and product engineering partner, is focused on co-innovating domain intensive technology solutions for corporations specializing in automotive & transportation, manufacturing and energy & utilities. An Oracle PartnerNetwork Platinum partner and leader in technology solutions and services, KPIT currently partners with 165+ global corporations including Original Equipment Manufacturers (OEMs), high-tech manufacturers, oil & gas manufacturers and automotive Tier 1 companies. For more information, visit www.kpitcummins.com.

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