

### **MphasiS, an HP Company, partners with Siemens PLM Software to provide Systems Integration for PLM Solutions to Mid-Market Organizations**

*Clients, like Nuvera Fuel Cells, benefit with end-to-end access to Siemens PLM Software's technology and MphasiS' integration capabilities and manufacturing industry expertise*

---

#### **NEW YORK, NY– May 3, 2011**

MphasiS, an HP Company and leading IT services provider, today announced that it will partner with [Siemens PLM Software](#), a business unit of the Siemens Industry Automation Division and a leading global provider of product lifecycle management (PLM) software and services, to provide systems integration services for PLM solutions to mid-market organizations. Under the terms of this relationship, MphasiS will provide solution integration capabilities for Siemens PLM Software's [Teamcenter® software](#), the world's most widely used digital lifecycle management solution. Clients, such as Nuvera Fuel Cells, Inc. (Nuvera), a global leader in the development of fuel cell systems and fuel processors for both end users and OEMs, will benefit from the access to an integrated PLM solution comprising Siemens PLM Software's market leading products, MphasiS' systems integration expertise and strength in manufacturing industry knowledge, and HP's hardware platforms.

In today's increasingly competitive marketplace, ensuring that products and solutions are evolving to meet customer demand is critical to every organization's bottom line. PLM is an essential platform for navigating this process, providing the necessary tools for companies to manage the road from product conception to design to manufacture and ultimately go- to-market strategy. PLM software also facilitates innovation and future product updates, improves product quality and reduces costs at numerous levels throughout the enterprise.

MphasiS has a strong team of experts in the PLM industry, with over 300 internal resources dedicated to providing innovative PLM solutions to the marketplace. Additionally, this relationship between Siemens PLM Software and MphasiS will ensure greater market coverage in the Mid-Market segment where adoption of packaged PLM is quickly growing. MphasiS' proven offshore delivery model, use of existing tools and frameworks will help mitigate risk for the customers and help reduce the overall cost of ownership.

“This is an important partnership for Mphasis and we’re excited to leverage our PLM expertise through our work with Siemens PLM Software,” said Rajesh Makhija, Senior Vice President for Enterprise Market Unit at Mphasis. “Siemens PLM Software’s technology provides users with flexibility and scalability ranging from a single application to a customized suite, and our integration capabilities enable us to support these various platforms. Our homogeneous solutions which integrate hardware, software, services and support will greatly benefit our clients.”

“We are optimistic about extending our relationship with HP by partnering with Mphasis,” said Daniel Flick, Global Alliance Director, Siemens PLM Software. “Working with Mphasis enhances our ability to streamline implementation processes for mid-market companies and help them foster innovation and turn more ideas into successful products.”

With this new PLM Go-to-Market approach, Mphasis has been successful in gaining significant traction in the Mid-market segment. One of Mphasis’ recent PLM wins in the Mid-market space is Nuvera, a Billerica, Mass., U.S. based company that provides clean, safe, and efficient products for industrial vehicles and equipment in addition to furthering the development of power systems for automotive and transportation applications.

“As Nuvera continues to expand in the material handling market, we needed a more robust PLM solution that could run on our HP blade server infrastructure.” said Brian Landry, Senior Information Technology Manager for Nuvera Fuel Cells. “We have a great deal of confidence in our implementation of Teamcenter due to the software’s capability and due to the flexibility of Mphasis and their tight association with Siemens PLM Software.”

### **About Mphasis**

Mphasis is a global service provider with \$1B in revenues, delivering technology based solutions to clients across the world. With currently over ~41,000 people, Mphasis services clients in Banking and Capital Markets, Insurance, Manufacturing, Communications, Media & Entertainment, Healthcare & Life Sciences, Transportation & Logistics, Retail & Consumer Packaged Goods, Energy & Utilities, and Governments around the world. Our competency lies in our ability to offer integrated service offerings in Applications, Infrastructure Services & Business Process Outsourcing capabilities. To know more about Mphasis, log on to [www.Mphasis.com](http://www.Mphasis.com)

**Note:** Siemens and the Siemens logo are registered trademarks of Siemens AG. Teamcenter is a trademark or registered trademark of Siemens Product Lifecycle Management Software Inc. or its subsidiaries in the United States and in other countries.

### **For further information, please contact**

Deepa Nagaraj  
Mphasis  
+ 91 080 4004 6472

[deepa.nagaraj@mphasis.com](mailto:deepa.nagaraj@mphasis.com)

Kate Finigan  
LEWIS PR  
+1 617-226-8840

[mphasisus@lewispr.com](mailto:mphasisus@lewispr.com)