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Sub: Press Release

Dear Sir(s),

Please find enclosed herewith a press release titled "**Zensar and Microsoft extend Strategic Partnership in South Africa**".

You are requested to kindly take the same on records and acknowledge the receipt of Communication.

Thanking you,
Yours sincerely,

For **Zensar Technologies Limited**

Rajiv Mundhra
Authorised Signatory

Encl: As above



Zensar and Microsoft extend Strategic Partnership in South Africa

Regional customers to benefit from enhanced digital transformation from cloud offerings

Johannesburg, South Africa, March 15, 2018: Zensar, a leading digital solutions and technology services company that specializes in partnering with global organizations across industries on their Digital transformation journey, announced an extension of its Managed Partner relationship with Microsoft in South Africa in the Global Systems Integrator (GSI) market. The key focus of this partnership for both entities will involve making inroads in the growth areas of Cloud, Digital, Big Data & Analytics, Cyber-Security and E-Commerce. Customers in the region will also be able to leverage differentiated offerings in the cloud space from this alliance.

Commenting on this partnership, **Sandeep Kishore, CEO and Managing Director, Zensar said**, "Cloud is now mainstream and our long-standing partnership with Microsoft gives us the expertise to help our regional customers experience benefits from our Return on Digital® proposition strengthened by this partnership. South Africa is a growth market and a strategic region for us. We look forward to enabling our regional customers to embark on the path of cloud transformation seamlessly and successfully."

"Zensar has a proven track record in facilitating business transformation for enterprises, and its cross-industry and solution knowledge will accelerate the journey to cloud for our mutual customers," says **Microsoft South Africa Partner Development Manager, Frikkie Bosch**. "Our combined strengths across key solution areas and industry offerings will enable companies to successfully modernise their business applications, accelerate the digital business transformation and enable the agility regard to effectively operate in today's world."

"We currently work closely with Microsoft in the region. Our partnership with Microsoft opens up new opportunities to harness the power of digital, with quick turnaround in business outcomes. We also aim to influence a marked increase in the adoption of cloud technology in the region through this partnership," commented **Harish Lala, Senior Vice-President and Head, Africa, Zensar**.

The scope of this partnership will involve the Zensar team working with Microsoft's recently formed One Commercial Partner team to build a go to market strategy. This will involve leveraging Zensar engagements and case studies on Azure, as well as more than 100 Zensar Azure certified associates.

Zensar's global footprint in Microsoft technologies, skills and solutions will allow both organizations to pursue go to market strategies for Application Modernization, Modern Application Development, Digital Transformation, Azure Cloud provisioning and Graduate Skills Development.

Emerging areas like Robotics, AI, Machine Learning, Blockchain, IoT, VR, Big Data and Analytics and Augmented reality are the focus for both entities. This partnership will enable both to help customers achieve cloud led digital outcomes swiftly and successfully.

The key customer benefits from this partnership will be as follows:

- **Seamless Application Modernization** – The process of migrating, de-coupling or end-to-end modernizing of legacy & ageing applications from traditional on premise to Platform as a Service (PaaS) or Software as Service (SaaS) cloud platforms can be a tedious task. The combined expertise of both entities can enable companies to navigate through the current IT framework smoothly
- **Leverage the benefits of Modern Application Development** – Leveraging the latest range of Azure IaaS and PaaS components that are bespoke built for customers directly in the cloud, alleviating the need for expensive upfront datacenter capital expenditure. This results to enable clear outcomes at minimal costs



- **Return on Digital® on Azure** – Zensar will now be able to offer its leading **Return on Digital®** benefits from Azure implementations. **Return on Digital®** can be experienced by customers from over 25 line of business applications for Sales, Marketing, Finance, HR and Operations. The platform will be available for deployment on Azure and will support integration into Azure AD, Sharepoint, SQL Server, O365, OneDrive and Power BI reporting. This will create a platform to facilitate quick decision making for the customer
- **Azure Cloud Reseller** – As a Managed Microsoft Partner, Zensar will now be able to provide Azure subscription to its customers on a “pay as you go” basis, as part of its application modernization engagements (development, testing and production) – including single point of contact for support, reporting and billing. Zensar will also be able to offer bundled solutions for customers wishing to procure professional services, cloud subscription and support contracts.

About Zensar (www.zensar.com)

Zensar is a leading digital solutions and technology services company that specialises in partnering with global organisations across industries on their Digital Transformation journey. A technology partner of choice, backed by strong track-record of innovation; credible investment in Digital solutions; assertion of commitment to client’s success, Zensar’s comprehensive range of digital and technology services and solutions enable its customers to achieve new thresholds of business performance. Zensar, with its experience in delivering excellence and superior client satisfaction through myriad technology solutions, is uniquely positioned to help them surpass challenges around running their existing business most efficiently, helping in their legacy transformation, and planning for business expansion and growth through innovative and digital way.

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About RPG Enterprises (www.rpggroup.com)

Mumbai head-quartered RPG Enterprises is one of India's largest industrial conglomerates. With over 15 companies in its fold, the group has a strong presence across core business sectors such as Infrastructure, Tyre, IT and Specialty. Established in 1979, RPG Enterprises is one of India’s fastest growing business groups with a turnover in excess of Rs 22,000 crore.

For any queries please feel free to reach out:

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Safe Harbor

Certain statements in this release concerning our future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain

highly skilled professionals, time and cost overruns on fixed price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorised use of our intellectual property and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

A handwritten signature in blue ink, appearing to be 'Ry'.