



Americas, AMEA & Oracle Business Strategy

Umang Nahata - President Americas & AMEA

20th April 2022

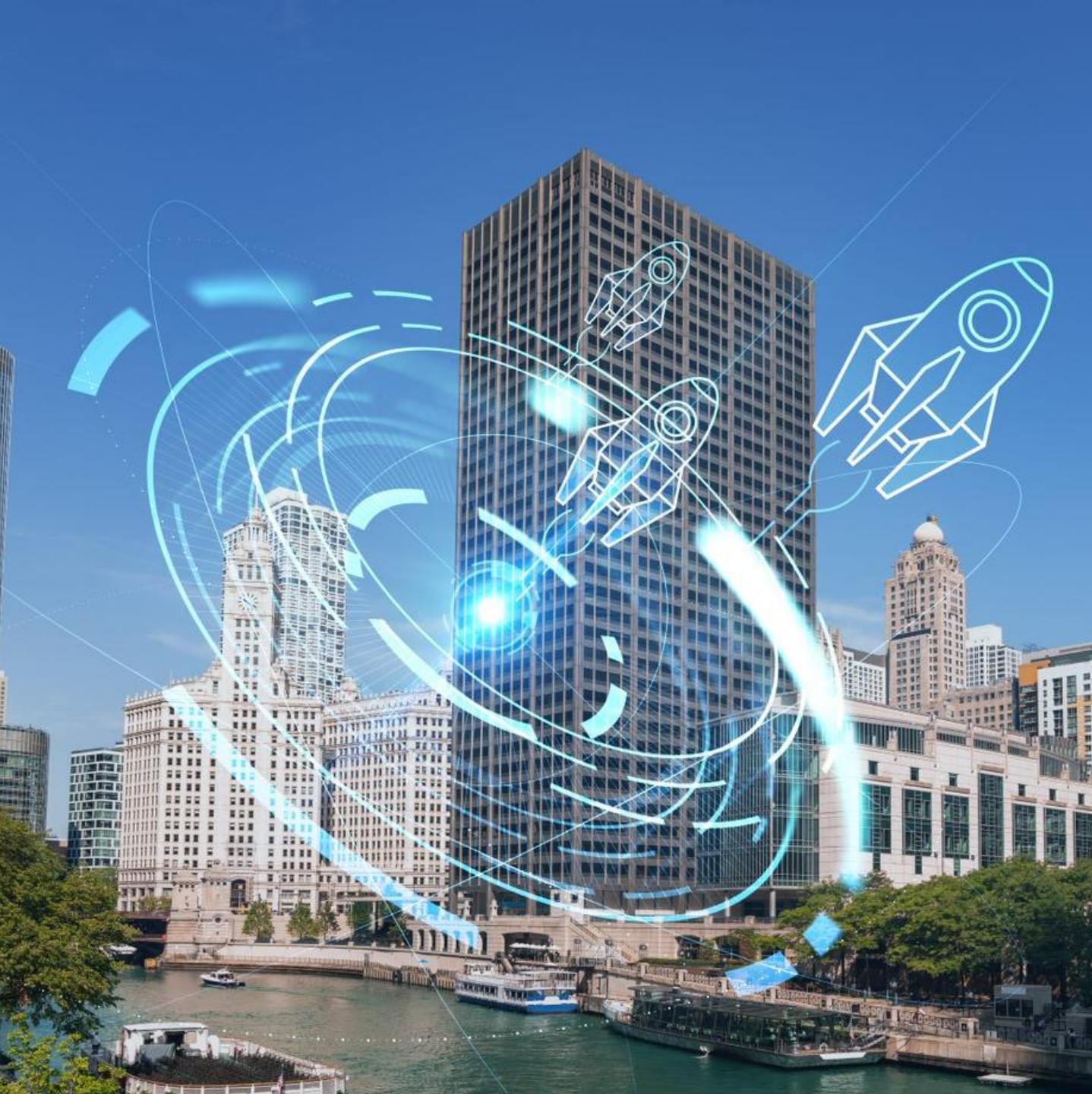


WHAT WILL BE DIFFERENT IN AMERICAS

We're not
scientists,
but we totally
got space.

Expand your address.
ManhattanMiniStorage.com

manhattan
mini storage



THE MINDSET OF A STARTUP

THE 40-YEAR-OLD STARTUP IN
NORTH AMERICA

Integrated One Mastek Capability

BEFORE



Oracle Cloud Applications



Digital Commerce



AES - Oracle SAAS Enhancement Services

NOW



Glide 4.0

Integration Cloud Transformation and Legacy Modernization



Full Stack CX

From D2X - CRM - CPQ



CES

Cloud Enhancement Services



Vertical Cloud Capabilities

Build accelerators for Vertical Cloud



Data & Automation

Acquire assets on Data and Automation

VBD

Contracting Based on Outcomes

Multi Channel - Go to Market



**Oracle Alliance
Driven**
\$3b market

Vertical focus:

- Healthcare Lifesciences
- Manufacturing and industrial
- Retail/Consumer



**Upmarket (\$2B+)
customers**
New Team
focused on
F-1000



**Strategic
Account Mining**
30 Top accounts
with a potential
opportunity of
\$1.5b

Vertical focus:

- Healthcare and Lifesciences
- Manufacturing and industrial
- Retail/Consumer



**Oracle Cloud
Install base** New
Team focused on
CES

6500-7000 Oracle
Install base
customers



New Alliances
MS, UIPath, SF,
Pega, Others

100+ active
customers



Thank You!

<https://www.mastek.com/>