



**L&T Infotech**

# L&T Infotech and PROS announce Global Strategic Partnership

## *PROS expands partner ecosystem with leading international systems Integrator*

Houston/Mumbai, July 27, 2010: Larsen & Toubro Infotech Ltd. (L&T Infotech), a leading international systems integrator headquartered in Mumbai, India, and PROS, the world leader in business-to-business pricing and margin optimization software, have announced a global strategic partnership agreement. The partnership will combine L&T Infotech's deep domain expertise in SAP, Oracle and Microsoft platforms with PROS advanced pricing technology to help clients implement pricing solutions and strategies that drive growth, margins, and agility.

"L&T Infotech and PROS have already joined forces to successfully implement global pricing solutions," said Mr. Sudip Banerjee, CEO of L&T Infotech. "Our formal partnership agreement is a natural outgrowth of our successful relationship and enables each company to complement the other's strengths in providing leading pricing strategies and solutions to clients throughout the world."

L&T Infotech, a wholly owned subsidiary of \$9.8 billion, Larsen & Toubro Ltd, is one of the top software services exporters in India. L&T Infotech will contribute its expertise to implementations of PROS Pricing Solution Suite, the market leading pricing technology that provides a set of integrated software tools and supporting services that improve financial performance through better prices, better processes, and better decisions. L&T Infotech has already certified several consultants on the installation of PROS products and is training more. According to executives at both companies, the strategic partnership will initially focus on the manufacturing and energy industries.

"This partnership continues to expand PROS' growing ecosystem of outstanding partners to ensure that our solutions scale to meet customer demands at a global level," said Mr. Bert Winemiller, Chairman and CEO of PROS. "It is strategic partnerships with integrators such as L&T Infotech that enable us to continue accelerating the time it takes for our customers to realize the value of our technology and ensures that they maximize return on investment"

## **About L&T Infotech**

Ranked No. five globally among the Best IT Services Providers by Global Services in 2009, Larsen & Toubro Infotech Ltd. (L&T Infotech) offers comprehensive, end-to-end software solutions and services in the following industry verticals: Banking & Financial Services; Insurance; Energy & Petrochemicals; Manufacturing (Consumer Packaged Goods/ Retail, High-tech, Industrial Products, Automotive) and Product Engineering Services (Telecom). Its new emerging verticals include Media & Entertainment and Life Sciences & Healthcare. L&T Infotech also delivers business solutions to clients in the following Horizontals/Service Lines: SAP, Oracle, Infrastructure Management Services, Testing, Consulting and Business Process Services. L&T Infotech's other Service offerings are: Business Analytics, Legacy Modernization, Applications Outsourcing, Architecture Consulting, PLM and Service Oriented Architecture.

L&T Infotech is ranked by NASSCOM among the top software & services exporters from India in 2009. Ranked among 2009 'Leaders' in the prestigious Global 100 list by International Association of Outsourcing Professionals (IAOP), and a wholly-owned subsidiary of US \$ 9.8 billion Larsen & Toubro, India's leading engineering, manufacturing & financial services organization, L&T Infotech is differentiated by its unique Business-to-IT Connect, which is a result of its rich corporate heritage.



## About PROS

PROS Holdings, Inc. (NYSE: PRO) is a leading provider of pricing and margin optimization [software products](#), specializing in price analytics, price execution, and price optimization. By using PROS' software products, companies gain insight into their pricing strategies, identify pricing-based profit leaks, optimize their pricing decision making and improve their business processes and financial performance. PROS' software products implement [advanced pricing science](#), which includes operations research, forecasting and statistics. PROS high performance [software architecture](#) supports real-time high volume transaction processing and allows PROS to handle the processing and database requirements of the most sophisticated and largest customers, including customers with hundreds of simultaneous users and sub-second electronic transactions.

PROS provides [professional services](#) to configure its software products to meet the specific pricing needs of each customer. PROS has implemented over 300 solutions across a range of industries in more than 40 countries.

Founded in 1985, PROS is headquartered in Houston, Texas. Today, PROS has over 350 employees, more than 100 with advanced degrees and over 25 with Ph.D.s. To learn more about PROS, please visit [www.prospricing.com](http://www.prospricing.com).

## Forward-looking Statements

This press release contains forward-looking statements, including statements about the functionality of the PROS products and their ability to manage and forecast across an enterprise. The forward-looking statements contained in this press release are based upon PROS' historical performance and its current plans, estimates and expectations, and are not a representation that such plans, estimates or expectations will be achieved. Factors that could cause actual results to differ materially from those described herein include PROS' ability to develop new products and product enhancements with the required functionality desired and PROS' ability to implement and support successfully its products to the expectations of its customers. Additional information relating to the uncertainty affecting the PROS business is contained in PROS' filings with the Securities and Exchange Commission. These forward-looking statements represent PROS' expectations as of the date of this press release. Subsequent events may cause these expectations to change, and PROS disclaims any obligations to update or alter these forward-looking statements in the future, whether as a result of new information, future events or otherwise.

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