



Press Release

INDRA IMPLEMENTS THE COMPREHENSIVE BUSINESS PROCESS PLATFORM FOR THE BRAZILIAN COMPANY TELEBRAS

- **The new system will facilitate the automation and integrated management of the company's corporate areas, and with it, the expansion of the services included in the Brazilian Government's new digital inclusion programmes**
- **The multinational consulting and technology firm consolidates its position in the nation's operator market and continues to grow in Brazil, Indra's second market following Spain**

Indra, one of the top consulting and technology multinationals in Europe and Latin America, has signed a contract with Telebras, the Brazilian state telecommunications company, to implement the technological platform that will provide integrated support for the management of its business processes.

The project, for an amount of nearly €5 million, includes the complete cycle for implementing SAP's ERP for the Acquisitions (purchasing and contracts), Finance, Sales, Customer Service, Management Reports, Hiring, Training and Skills Management, Payroll and Travel Administration areas. Indra will assume all of the solution's consulting, planning, design and construction tasks. It will also train users and provide support for the ERP operation.

This is a key initiative within the framework of the current reorganisation and modernisation process being undertaken by Telebras, which is responsible for implementing Brazil's National Broadband Programme. Its launch will make it possible to speed up and guarantee the expansion of its services through new digital inclusion programmes established by the Brazilian government for promoting access to the information society.

Telebras is an open corporation, of a mixed economy, that was established in 1972 and is linked to Brazil's Ministry of Communications. It is authorised to use and maintain the infrastructure and the support networks for the federal public sector's telecommunications services, as per the Law Decree no. 7,175 of 12 May 2010. It offers Internet access services to communications service providers that have been authorised by Anatel (Agencia Nacional de Telecomunicaciones, or the National Telecommunications Agency), and also provides infrastructures for the telecommunications services offered by private companies, States, the Federal District, municipalities and non-profit entities.



Brazil, a strategic market for international expansion

Brazil is already Indra's second market following Spain and also a key country for the growth strategy in Latin America. Its presence in the energy sector stands out, in which more than 40 companies use systems developed by Indra, and it is also a technological partner of Petrobras, the most important energy group in Latin America and one of the top five throughout the world. It is also present in the most important financial entities and insurance companies, as well as in Brazil's major airlines. On the other hand, the company has positioned itself as one of the SAP's leading partners in Brazil. In 2012, sales for services related to SAP in this country grew by 50% compared to the previous year. Indra has been a Global Partner of SAP since 2011 and it employs more than 2,600 professionals specialised in this technology throughout the world.

As a result, the multinational continues driving its growth in Latin America, which is a strategic and priority market. Indra is currently one of the four most important information technology companies in the region, where it has grown at an average annual rate of more than 25% in the last four years.

With a presence in Brazil since 1996, Indra is one of the leading information technology multinationals in the country. It currently has a team of more than 7,000 professionals and extensive geographical coverage through its offices in the main Brazilian states. The multinational offers a differentiated range of high value-added solutions and services to a variety of sectors: Finance, Energy and Utilities, Telecommunications, Public Administration and Healthcare, Industry, Transport and Traffic and Defence and Security.

Indra

Indra is one of the world's largest consultancy and technology multinationals, a leader in Europe and Latin America and is expanding in other emerging economies. Innovation is the cornerstone of its business, which is highly focussed on the customer and on sustainability. The multinational is one of the leaders in its sector in Europe in terms of investment in R&D and innovation, having invested more than €550M in the last three years. With sales approaching €3,000 million, it employs 42,000 professional and has customers in 128 countries.