



Zurich Selects Procurian and Genpact to Manage Global Spend and Transform Procurement Across Organization

Contract Underscores Breadth and Depth of Procurian's Specialized Procurement Infrastructure

PHILADELPHIA, PA – April 24, 2012 – [Procurian](#), formerly ICG Commerce, and Genpact Limited (NYSE: G) announced today that they have been selected to deliver a global, comprehensive Source-to-Pay solution to Zurich Insurance Company Ltd and its subsidiaries (Zurich), a leading multi-line insurance provider. Together with its long-standing partner Genpact, Procurian, the leading comprehensive procurement solutions provider, will help Zurich reduce costs and continuously optimize spending in the areas of IT, professional services, marketing, HR, facilities and travel.

Zurich will leverage Procurian's Specialized Procurement Infrastructure™ enhanced by Genpact's Smart Enterprise Processes (SEPSM) framework to transform Zurich's procurement capabilities globally. In partnership, Procurian and Genpact are focused on helping clients transform Procurement into a strategic function that delivers measurable savings and fuels growth.

Procurian will help drive further cost optimizations and generate greater value for Zurich's business. It brings a specialized infrastructure powered by deep supply market intelligence while Genpact brings a proven track record of maximizing the effectiveness of source-to-pay processes and deep domain expertise in the financial services and insurance industries.

"This contract brings together all of the elements required to extract value from a company's source-to-pay activities on a truly global scale, including the expertise to address all spend and capabilities and deploy an integrated solution across the client's worldwide operations," said Bill Huber, Partner, ISG.

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About Procurian, Inc.

Procurian is the leading specialist in comprehensive procurement solutions. Forward-thinking business leaders partner with Procurian to transform procurement and drive sustainable changes to their cost structures. Global industry leaders, including Kimberly-Clark, Hertz, Symantec, Timken and Whirlpool, have chosen Procurian to accelerate this transformation. Procurian's built-out Specialized Procurement Infrastructure™ integrates with businesses to optimize spending and deliver real savings that equal a margin point or more. Procurian is an ICG (NASDAQ: ICGE) company. For more information, visit www.procurian.com.

About Genpact

Genpact Limited (NYSE: G), a global leader in business process and technology management services, leverages the power of smarter processes, smarter analytics and smarter technology to help its clients drive intelligence across the enterprise. Genpact's Smart Enterprise Processes (SEPSM) framework, its unique science of process combined with deep domain expertise in multiple industry verticals, leads to superior business outcomes. Genpact's Smart Decision Services deliver valuable business insights to its clients through targeted analytics, reengineering expertise, and advanced risk management. Making technology more intelligent by embedding it with process and data insights, Genpact also offers a wide range of technology services. Driven by a passion for process innovation and operational excellence built on its Lean and Six Sigma DNA and the legacy of serving GE for more than 14 years, the company's 55,000+ professionals around the globe deliver services to its more than 600 clients from a network of 57



delivery centers across 16 countries supporting more than 25 languages. For more information, visit www.genpact.com, Follow Genpact on [Twitter](#), [Facebook](#) and [LinkedIn](#).

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