

# Cognizant<sup>®</sup>

Cognizant Corporate Overview

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Cognizant –  
Helping  
Customers  
Lead with  
Digital.  
**With Swiss  
perspective.**

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In terms of quality, innovation, size and customer base, Cognizant Switzerland has been among the leading IT consulting companies in Switzerland since 2003. By combining our skills from strategy consulting, experience design, industry know-how, and technology knowledge, we are well positioned to support our customers on their digital journey. As Cognizant is committed to the Swiss market, we can count some of Switzerland's best established global players from the banking & financial services, insurance, life sciences & pharmaceutical, and manufacturing sectors among our client base. We have strong working relationships with federal and cantonal authorities and have a solid, actively managed local partnership ecosystem.

## Key Highlights

- Unique blend of onsite/offshore resources of thousands of passionate professionals
- Strong relationships with customers worldwide
- Enhanced domain focus through subverticalization and thought leadership
- More than 90% of annual revenue from existing customers
- Proactive solution offerings to improve operational efficiency, comply with industry regulations, and improve customer service levels
- Multiple awarded and named by Fortune 500 (ranked #205), Forbes Global (ranked #537), Forbes among America's Best Management Consulting Firms, Fortune's among World's Most Admired Companies (2017), and Newsweek Top 100 Green Companies in the US (2016)
- PAC rank Cognizant among the top 10 in the Swiss IT services marketplace\*

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\* PAC – a CXP Group Company. CXP Group is the leading independent European research & consulting firm for business software, IT services and digital transformation.

For any further information on PAC's Citation Policy please also see <https://www.pac-online.com/press>

# Recognized as a Leader

Companies around the globe have forged a path into the digital age. The greatest tributes by far are those we get from our customers, who choose to partner with Cognizant and entrust us with critical aspects of their business and in their “race for the future”.

## COMMUNICATIONS

**7 of the top 10** Communications Services Providers & Equipment Vendors

## INSURANCE

**7 of the top 10** Global Insurers

**33 of the top 50** US Insurers

## MANUFACTURING LOGISTICS

**9 of the top 10** Automotive OEM

**7 of the top 15** Industrial Manufacturers

**4 of the top 15** Chemical Manufacturers

**4 of the top 15** Logistics Providers

## HEALTHCARE LIFE SCIENCES

**28 of the top 30** Global Pharmaceutical Companies

**16 of the top 20** U.S. Healthcare Plans

**3 of the top 5** US PBM Companies

**9 of the top 10** Biotech Companies

**12 of the top 15** Medical Device Companies

## TECHNOLOGY

**4 of the top 5** Online Companies

**7 of the top 10** ISVs

**2 of the top 5** Semiconductor Manufacturers

## INFORMATION MEDIA ENTERTAINMENT

**4 of the top 10** Global Media Companies

**6 of the major** U.S. Movie Studios

**4 of the top 10** Information Service Companies Worldwide

## BANKING FINANCIAL SERVICES

**16 of the top 20** North American Financial Institutions

**10 of the top 10** European banks

## RETAIL TRAVEL HOSPITALITY

**9 of the top 30** Global Retailers

**3 leading** US Airlines

**3 of the World's Leading** Restaurant Chains

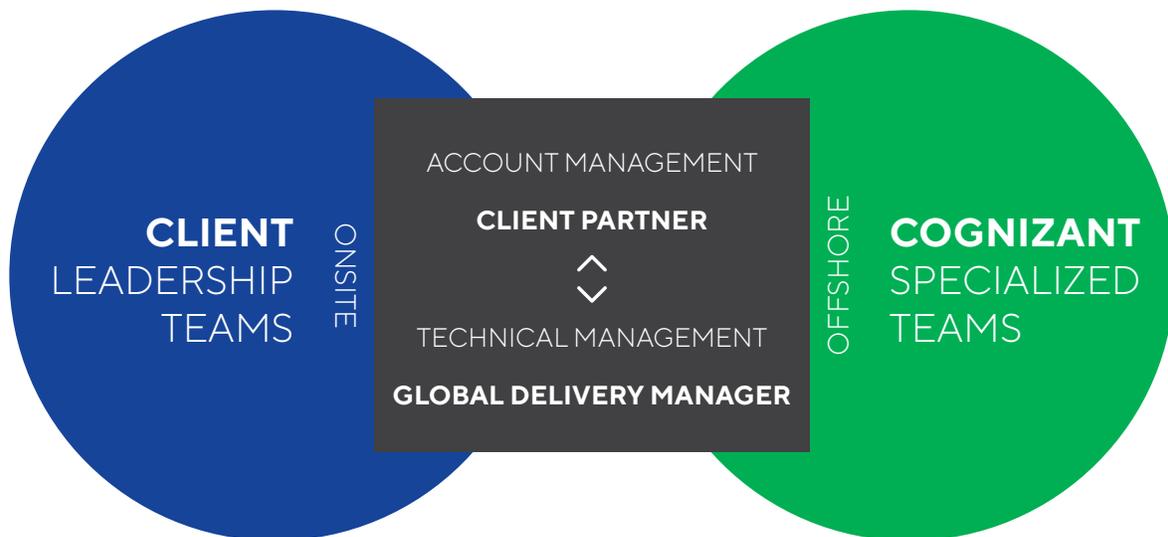
**2 of the top 4** Global Distribution System Companies

# A Passionate Specialized Focus on Customer Needs

At Cognizant, we are proud to have built a culture attuned to anticipating and understanding our customers' needs and working in close partnership with them to make their businesses stronger, more productive, more profitable, and more capable of capturing market opportunities. Our unique Two-in-a-Box™ customer relationship model offers enhanced customer intimacy, speed of delivery, local decision-making and responsiveness.

This model combines technical and account management teams located both onsite at the customer location and offshore at dedicated development centers around the world. Client Partners (CP) work onsite to absorb the business culture, operational processes, challenges and business goals of our individual clients. They are constantly in touch with leading members of clients' IT management teams and dedicated Global Delivery Managers (DM) from Cognizant to ensure that our IT services are not only delivered with precision, but also tailored to the unique needs of the clients' companies.

To meet the specialized needs of each client, Cognizant has continued to invest in deepening our industry-specific organizational capabilities and delivery excellence. We continuously add experienced team members with distinguished track records in key sectors such as banking, insurance, and healthcare. They serve as subject-matter experts and provide clients with valid insights into specific industry issues and viable solutions to them.



Cognizant's unique Two-in-a-Box™ operating model offers deep relationship aligned with the customer organization and empowered organization with focus on value addition in domain and technology.

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## BENEFIT FROM COGNIZANT'S DELIVERY PLATFORM

Cognizant's global delivery platform supports our Two-in-a-Box™ model that meets clients' needs 24/7. Our global knowledge-sharing and project management platform enables our teams, business partners and clients to collaborate virtually in a smooth, rapid way by using instant messaging, blogs, wikis and other digital tools. The platform also provides active process guidance for our project teams, enabling them to work more efficiently on solving IT and business challenges. Our team members located at the customer's company handle approximately 25-30 percent of the workload, while the rest is performed at over one hundred global development and delivery centers around the world.

## DIGITIZATION LAB - A JOINT PROJECT

Our goal is to make our customers' businesses stronger by empowering them to be more responsive to changing and more complex customer needs and by transforming their business, operating, and technology models for the digital era. Therefore, we constantly seek out new possibilities to expand our digital expertise – both globally and locally. We do this by acquiring digital experts like Netcentric, headquartered in Zurich, and in establishing targeted joint ventures. As an example the Digitization Laboratory at the University of Applied Science in Rapperswil (HSR) companies have full access to the expertise and the resources of three competence centers for digitization: Cognizant as a leading player for implementing digitization projects worldwide, the University of St. Gallen contributes extensive economic and strategic knowledge. On the part of HSR a total of 15 interdisciplinary linked professors provide their technical expertise – from computer science, electrical engineering, mechatronics, robotics, plastics and materials technology through to industrial engineering.

## Our Portfolio of Services

### Cognizant Digital Business

Working to reshape business models, modernize products and enhance customer experiences to drive growth.

- Create Strategies to Thrive Digital Economy
- Create Exceptional Customer Experience
- Innovate New Products and Solutions
- Be Agile and Flexible in a Digital Marketplace
- Strengthen your Business Foundation
- Reduce Cost and be More Efficient

# Cognizant Digital Operations

Reinventing and managing your most essential business processes with new ways of working

- Analytics
- Business Process Services
- Cloud
- Customer Relationship Management
- Intelligent Automation

# Cognizant Digital Systems & Technology

Simplifying, modernizing and securing the IT infrastructure and applications that are the backbone of your business.

- Application Services
- Cognizant Infrastructure Services
- Quality Engineering & Assurance
- Enterprise Application Services
- Cognizant Security Services
- Customer Relationship Management
- Human Capital Management
- Supply Chain Management

A portrait of Stefan Metzger, a middle-aged man with a shaved head, wearing a dark suit jacket over a white button-down shirt. He is looking directly at the camera with a slight smile. The background is a plain, light grey color.

“At a time when companies across the globe are relentlessly striving to compete better, move faster, and fight harder, leading organizations across various industries are partnering with Cognizant to continuously elevate the business value of their IT assets and to make their businesses stronger. Independent Cognizant customer satisfaction surveys consistently reveal that our customers receive superior quality IT services at significantly lower cost, which enables them to create and maintain operational agility and focus on core competencies that drive bottom-line and top-line growth.”

**STEFAN METZGER**

Country Managing Director  
Cognizant Switzerland



## ABOUT COGNIZANT

Cognizant (Nasdaq-100: CTSH) is one of the world's leading professional services companies, transforming clients' business, operating and technology models for the digital era. Our unique industry-based, consultative approach helps clients envision, build and run more innovative and efficient businesses. Headquartered in the U.S., Cognizant is ranked 195 on the Fortune 500 and is consistently listed among the most admired companies in the world. Learn how Cognizant helps clients lead with digital at [www.cognizant.ch](http://www.cognizant.ch) or follow us [@Cognizant](https://twitter.com/Cognizant).

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