



PRESS RELEASE

## **HCL AXON Successfully “Accelerates Value” in EMEA by Further Optimizing Investments in SAP® Solutions**

**London, United Kingdom, November 07, 2011** – HCL AXON, a division of HCL Technologies and global pioneer in leveraging leading technologies to drive value realization, announced its participation as a diamond exhibitor at the SAPPHIRE® NOW and SAP® TechEd 2011 conferences being held November 8-10 in Madrid, Spain. HCL AXON has seen significant growth in its business in support of SAP® solutions in the EMEA region, with new major transformation project wins in the manufacturing, life sciences, consumer packaged goods, travel and transportation and financial services industries. Furthermore, the last three months have shown key developments to HCL AXON’s product and solution capabilities.

To help build on this growth, and in response to client demand, HCL AXON has recently formed a new EMEA mobility practice. HCL AXON will be showcasing its mobility capabilities in support of SAP software in the SAPPHIRE NOW mobility campus by hosting three application demonstrations on the following: iEnergy Management (iEM), mACT (sales force automation based on the SAP ERP application) and Asset Management Analytics.

**Jon Cassidy, Head of Mobility Solutions, HCL AXON, said** “We have many years of experience in implementing mobile solutions, and are delivering advanced solutions that combine industry and technical expertise. We have created a portfolio of product demonstrations, and are also able to offer more targeted answers to specific industry requirements, from commercial enterprises to public sector institutions such as police forces.”

In addition, HCL AXON has released iMRO version 4.5.2, an SAP-endorsed business solution which has evolved from the previous iMRO version 4.0. iMRO is HCL AXON’s maintenance, repair and overhaul (MRO) industry solution add-on for SAP ERP. It complements and extends SAP ERP, particularly for use by organizations that maintain complex, expensive and regulated assets.

HCL AXON has over 16 years experience with SAP solutions and services at over 100 customer sites covering aviation, aerospace and complex asset management and maintenance organizations. Demonstrations of iMRO version 4.5.2 will be showcased in booth #911 at SAPPHIRE NOW.

**Benedikt Hermann, Global Head of Innovation, HCL AXON, said** “The latest 4.5.2 version of iMRO stems from our rich industry experience in the MRO space. We are very pleased that increasing numbers of companies are benefiting from iMRO, our SAP-endorsed business solution, in order to improve their management of complex assets such as aircrafts.”

Over the last quarter, HCL AXON has strengthened its partnership with SAP, and is helping to position the SAP Product Lifecycle Management (SAP PLM) application to customers in the European marketplace. This includes HCL AXON becoming one of the first partners to offer rapid deployment of the SAP Portfolio and Project Management application. SAP helps companies get up and running quickly by providing rapid deployment of software solutions. With SAP Rapid Deployment solutions, companies benefit from crucial software functionality, installed swiftly and predictably. The SAP RDS

for PPM rapid-deployment solution helps organizations align their projects to their portfolio strategy enabling portfolio-based decision making for new projects and the monitoring of current projects on a portfolio level including financial integration and standard analytics. Both HCL AXON and SAP are pursuing a go-to-market approach across several EMEA geographies and will be showcasing SAP PLM solutions at SAPPHERE NOW.

Commenting on the success of HCL AXON's impressive growth strategy of complex advanced, diverse investments in SAP solutions and significant solution enhancements for its EMEA business, **Steve Cardell, President of HCL AXON**, said: "The sheer growth and diversity of HCL AXON's achievements in EMEA is a reflection of our leading-edge expertise with SAP solutions and strong partnerships with clients and vendors. HCL AXON is at the forefront of innovation in meeting the changing demands of our clients."

### **About HCL Technologies**

HCL Technologies is a leading global IT services company, working with clients in the areas that impact and redefine the core of their businesses. Since its inception into the global landscape after its IPO in 1999, HCL focuses on 'transformational outsourcing', underlined by innovation and value creation, and offers integrated portfolio of services including software-led IT solutions, remote infrastructure management, engineering and R&D services and BPO. HCL leverages its extensive global offshore infrastructure and network of offices in 26 countries to provide holistic, multi-service delivery in key industry verticals including Financial Services, Manufacturing, Consumer Services, Public Services and Healthcare. HCL takes pride in its philosophy of 'Employees First, Customers Second' which empowers our 80,520 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, has reported consolidated revenues of US\$ 3.7 billion (Rs 16,977 crores), as on 30 September 2011 (on LTM basis). For more information, please visit [www.hcltech.com](http://www.hcltech.com)

### **About HCL Enterprise**

HCL is a \$6 billion leading global technology and IT enterprise comprising two companies listed in India – HCL Technologies and HCL Infosystems. Founded in 1976, HCL is one of India's original IT garage start-ups. A pioneer of modern computing, HCL is a global transformational enterprise today. Its range of offerings includes product engineering, custom & package applications, BPO, IT infrastructure services, IT hardware, systems integration, and distribution of information and communications technology (ICT) products across a wide range of focused industry verticals. The HCL team consists of over 85,000 professionals of diverse nationalities, who operate from 31 countries including over 500 points of presence in India. HCL has partnerships with several leading global 1000 firms, including leading IT and technology firms. For more information, please visit [www.hcl.com](http://www.hcl.com)

### **About HCL AXON**

HCL AXON ([www.hcl-axon.com](http://www.hcl-axon.com)), a division of HCL Technologies, is a Business Transformation consultancy that delivers significant value to large, complex organizations through the innovative implementation and support of enterprise applications. HCL AXON has a significant number of the industry's most experienced professionals specializing in the delivery of sustained business improvement through technology enabled transformation programs. HCL AXON's consultants bring in-depth industry expertise alongside best practice functional knowledge to address the strategic, operational, information management and organizational effectiveness challenges faced by organizations today.

HCL AXON is renowned for its global ability to help clients define more ambitious strategies, build more effective organizations and shape more successful futures. For more information, please visit [www.hcl-axon.com](http://www.hcl-axon.com)

## Forward-looking Statements

Certain statements in this release are forward-looking statements, which involve a number of risks, uncertainties, assumptions and other factors that could cause actual results to differ materially from those in such forward-looking statements. All statements, other than statements of historical fact are statements that could be deemed forward looking statements, including but not limited to the statements containing the words 'planned', 'expects', 'believes', 'strategy', 'opportunity', 'anticipates', 'hopes' or other similar words. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding impact of pending regulatory proceedings, fluctuations in earnings, our ability to manage growth, intense competition in IT services, Business Process Outsourcing and consulting services including those factors which may affect our cost advantage, wage increases in India, customer acceptances of our services, products and fee structures, our ability to attract and retain highly skilled professionals, our ability to integrate acquired assets in a cost effective and timely manner, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, the success of our brand development efforts, liability for damages on our service contracts, the success of the companies /entities in which we have made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property, other risks, uncertainties and general economic conditions affecting our industry. There can be no assurance that the forward looking statements made herein will prove to be accurate, and issuance of such forward looking statements should not be regarded as a representation by the Company, or any other person, that the objective and plans of the Company will be achieved. All forward looking statements made herein are based on information presently available to the management of the Company and the Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

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