



## Outsourcing Excellence Award for HCL Technologies and Cummins Inc. Successful 10-Year Partnership

**Sunnyvale, CA and Noida, India, May 2<sup>nd</sup>, 2014** — [HCL Technologies](#), a leading global IT services company and [Cummins Inc.](#), a global power leader, have received the prestigious [Outsourcing Excellence Award](#) from the [Outsourcing Center](#) for demonstrating a successful partnership of 10-years. For this award, Outsourcing Center reviewed more than 100 entries, including relationships from Fortune 500 organizations. HCL and Cummins were selected for the Best Long Term Relationship category for tangibly demonstrating a partnership that successfully represents best practices, creates and sustains a competitive advantage, provides business transformation, achieves compelling value, and significantly benefits both buyer and service provider over time.

Since 1997, this award has recognized the world's most successful outsourcing relationships, and over the last few years has emerged as one of the most renowned awards in the outsourcing industry.

"Throughout our 10-year partnership, HCL has helped us achieve operational efficiencies and provided access to specialty expertise, enabling us to focus on our core business," said **Curt Brown, Director – Service Excellence, Cummins Inc.** "The essential element of our mutual success, however, has always been a shared commitment to trust and respect."

"At HCL, the priority to develop relationships with our customers that serve as true partnerships rather than merely business agreements," said **R Srikrishna, President, Infrastructure and Health Care Services, HCL Technologies.** "This award validates our efforts to take customer relationships beyond the contract through transparency, flexibility, and value centricity. We are honored by this recognition, and look forward to continuing our work with Cummins for years to come."

Cummins and HCL have established a value-centric relationship, harnessing each other's expertise, to derive continued business success. Over these years, HCL has moved from supporting Cummins' help desk and WAN monitoring projects to becoming its strategic managed service partner for all IT resources worldwide. Close collaboration, mutual problem solving, deep understanding of business goals, robust feedback mechanism, applied innovation, trust & transparency of operations are some of the key factors laying strong foundation of the long term outsourcing relationship between the two companies.

### About Outsourcing Center's Outsourcing Excellence Awards

This is the 18th year the Outsourcing Excellence Awards have recognized the world's best outsourcing arrangements. An independent panel of judges selects relationships that tangibly demonstrate best practices, create and sustain a competitive advantage, provide business transformation, achieve compelling value, and significantly benefit both buyer and service provider over time. The Outsourcing Center conducts the annual awards program exclusively and is an online community specializing in thought leadership, best practices, and innovation in outsourcing. The Center also offers provider brand communication, go-to-market strategies and business intelligence services.

### 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 emergence on global landscape after its IPO in 1999, HCL has focused on 'transformational outsourcing', underlined by innovation and value creation, offering an integrated portfolio of services including software-led IT solutions, remote infrastructure management, engineering and R&D services and Business services. HCL leverages its extensive global offshore infrastructure and network of offices in 31 countries to provide holistic, multi-service delivery in key industry verticals including Financial Services, Manufacturing, Consumer Services, Public Services and Healthcare & Life sciences. HCL takes pride in its



philosophy of 'Employees First, Customers Second' which empowers its 90,190 transformers to create real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 5.2 billion, as on 31st March 2014 (on LTM basis). For more information, please visit [www.hcltech.com](http://www.hcltech.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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