



## HCL AXON Becomes Oracle Enablement 2.0 Delivery Partner

HCL Axon Helps Oracle Increase the Number of Qualified, Implementation-ready Consultants Available to Joint Customers

**SAN FRANCISCO, CA— October 20<sup>th</sup>, 2011—** HCL Technologies (HCL) today announced that its Enterprise Application Services Division, HCL AXON, an Oracle Platinum level member in Oracle PartnerNetwork (OPN) and one of the leaders in leveraging technologies to drive value realization, has become an Oracle Enablement 2.0 Delivery Partner. As an Oracle Enablement 2.0 Delivery Partner, HCL AXON has been recognized by Oracle for possessing the subject matter expertise across select Oracle products including the Oracle E-Business Suite, Oracle's JD Edwards, Oracle's Siebel CRM, Oracle's Demantra, Oracle's PeopleSoft, Oracle Transportation Management, Oracle's Agile Product Lifecycle Management and Oracle Fusion Middleware products. As an Oracle Enablement 2.0 Delivery Partner, HCL AXON is authorized to train other partners using the Oracle-supplied Partner Boot Camp curriculum materials.

Additionally, HCL AXON is a Platinum level member in Oracle PartnerNetwork. To achieve this status, partners must complete at least five Specializations for Oracle solutions. HCL AXON has achieved 18 Specializations and 6 Advanced Specializations, establishing its-deep knowledge and breadth of expertise across key Oracle technologies. With its Platinum status, HCL AXON receives a high level of engagement, commitment and benefits available to OPN partners. Platinum members receive dedicated virtual account management support to build joint development plans and help broaden Specialization areas and revenue opportunities. Additional benefits include priority placement in the OPN Solutions Catalog, as well as one free application integration validated by Oracle,

"HCL AXON's alignment to Oracle helps us in building our competencies across various Oracle solutions and enhances our service portfolio," said, **Steve Lanchak, Senior Vice President, Oracle Practice for HCL AXON.** "We will continue to make significant investments in our Oracle practice, which is reflected in our ever-growing number of Specializations, certified practitioners, and Oracle-based solutions. We not only aspire to grow our status in the Oracle PartnerNetwork, but also support others in certifying their Oracle professionals," he added.

"Specializations allow partners to focus on building value-added services around their products rather than simply serving as a fulfillment channel," said **Andy Bailey, Senior Vice President, Strategic Alliances, Oracle.** "We recognize HCL AXON as an insightful partner who has expertise and ability to consult and deploy Oracle solutions for our clients across the globe. We also support HCL AXON in its effort to help train Oracle partners and achieve Specializations," he added.

HCL AXON has a track record of completing successful Oracle implementations. HCL AXON is committed to expanding the services, solutions, and ultimately, the value offered to their Oracle customers. HCL AXON has made – and continues to make – investments in their



Oracle practice, which is reflected in their growing number of Specializations, certified practitioners, and Oracle-based solutions. Based on this expertise, HCL AXON is well positioned to resell Oracle application and technology products in various parts of the world. HCL AXON also offers subscription-based Platform BPO services based on Oracle platforms.

<http://www.hcltech.com/oracle/>

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### 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)

HCL AXON ([www.hcl-axon.com](http://www.hcl-axon.com)), the Enterprise Application Services Division of HCL Technologies 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.

### About Oracle PartnerNetwork

Oracle Partner Network (OPN) Specialized is the latest version of Oracle's partner program that provides partners with tools to better develop, sell and implement Oracle solutions. OPN Specialized offers resources to train and support specialized knowledge of Oracle products and solutions, and has evolved to recognize Oracle's growing product portfolio, partner base and business opportunity. Key to the latest enhancements to OPN is the ability for partners to differentiate through Specializations. Specializations are achieved through competency development, business results, expertise, and proven success. To find out more: <http://www.oracle.com/partners>.



### **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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