



For immediate release

## HCL and Microsoft enter strategic alliance to market Microsoft Dynamics – in Asia Pacific

*HCL expecting triple-digit growth with Microsoft Dynamics ERP & CRM practice*

Chennai, May 17<sup>th</sup>, 2006 – HCL Technologies Ltd (“HCL”), a leading global IT services provider, today announced extension of its strategic marketing partnership with Microsoft. Under this extended alliance, HCL will be a reseller and system integrator partner for Microsoft Dynamics™ (formerly Microsoft Business Solutions) in the Asia-Pacific region, with the initial focus on India and South-East Asia. The addition of the Microsoft Dynamics™ business solutions to the Enterprise Consulting Services (ECS) portfolio will provide HCL access to a larger customer base in the mid-market segment, thus strengthening its presence in this space.

Microsoft Dynamics™ is a suite of financial, customer relationship and supply chain management solutions that helps businesses streamline their processes effectively. Close to the signing of the agreement; HCL has already commenced work on a few large projects on Microsoft Dynamics™ in India and SEA, , underlining the close co-operation between HCL and Microsoft.

Commenting on the alliance, **Rajeev Mittal, Group Director, Small and Mid Market Solutions and Partners, Microsoft India**, said, “We’re pleased that a Gold-Certified Microsoft Global Systems Integrator like HCL has become a partner for Microsoft Dynamics in Asia-Pacific. HCL’s expertise in architecting and deploying ERP systems will be invaluable in showcasing to our customers the value of our integrated business applications within and outside India.”

Elaborating further on the extension of the partnership, **Ruth Connolly, General Manager, Microsoft Business Solutions, Microsoft Asia-Pacific**, said, “Microsoft Dynamics™ is a significant business portfolio for Microsoft. India is a key resourcing hub for technical and functional consultancy and we see this association with HCL as a step forward towards using this large resource pool in the region.”

HCL has a comprehensive Enterprise Consulting Services portfolio. The addition of Microsoft Dynamics™ consolidates it further. “This strategic partnership enhances our relationship with Microsoft in APAC. It signifies our focus on (and commitment to) our Business Solution and Enterprise Consulting practice. We now have a complete suite of Microsoft Solutions,



including Microsoft Dynamics ERP and CRM solutions, for customers across our focused verticals." **R Vaidyanathan, Executive Vice-President and Head of HCL's Enterprise Consulting Services**, said.

#### **About HCL Enterprise**

HCL Enterprise is a leading Global Technology and IT enterprise with annual revenues of US \$3.2 billion. The HCL Enterprise comprises two companies listed in India - HCL Technologies & HCL Infosystems. The 3-decade-old enterprise, founded in 1976, is one of India's original IT garage start-ups. Its range of offerings span Product Engineering, Technology and Application Services, BPO, Infrastructure Services, IT Hardware, Systems Integration, and distribution of technology and telecom products. The HCL team comprises 34,000 professionals of diverse nationalities, who operate from 15 countries including 300 points of presence in India. HCL has global partnerships with several leading Fortune 1000 firms, including leading IT and Technology firms. For more information please visit [www.hcl.in](http://www.hcl.in)

#### **About HCL Technologies**

HCL Technologies is one of India's leading global IT Services companies, providing software-led IT solutions, BPO and remote infrastructure management services. Having made a foray into the services domain in 1997-98, HCL Technologies focuses on technology and R&D outsourcing, working with clients in areas at the core of their business. The company leverages an extensive offshore infrastructure and its global network of 26 offices in 15 countries to deliver solutions across select verticals including Banking, Insurance, Retail & Consumer, Aerospace, Automotive, Semiconductors, Telecom and Life Sciences. For the twelve-month period ended 31 March 2006, HCL Technologies, along with its subsidiaries, had revenues of US \$919 million (Rs 4,102 crore) and employed 29,948 professionals. For more information, please visit [www.hcltech.com](http://www.hcltech.com)

#### **Microsoft Dynamics...**

Microsoft Dynamics™ is a line of financial, customer relationship and supply chain management solutions that help businesses work more effectively. Delivered through a network of channel partners providing specialised services, these integrated, adaptable business management solutions work like and with familiar Microsoft software to streamline processes across an entire business.

#### **About Microsoft**

Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software for personal and business computing. The company offers a wide range of products and services designed to empower people through great software-any time, any place and on any device. Microsoft Corporation India Private Ltd is a subsidiary of Microsoft Corporation USA. It has had a presence in India since 1990 and currently has offices in Bangalore, Chennai, Hyderabad, Kolkata, Mumbai, New Delhi, and Pune.

#### **Forward Looking Statements**

*Certain statements in this release are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, 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, 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 and general economic conditions affecting our industry. 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.*

*Other product or service names mentioned herein are the trademarks of their respective owners*

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