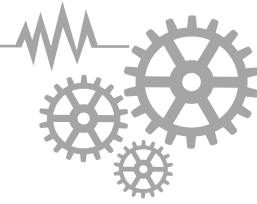




**DIGITALIZE YOUR ENTERPRISE WITH  
HCL'S ALTERNATIVE SOLUTIONS**



# ACCESS THE SKILLS AND SOLUTIONS OF THE WORLD'S FASTEST-GROWING IT CONSULTANCY

Our customers have made HCL Technologies the world's fastest-growing IT consultancy—because they know we understand their challenges. HCL's experience, resources and tools can help you get the most out of your IT environment.

As a leading global IT services company, HCL offers an integrated portfolio of services across four core areas vital for today's enterprise:

- Applications Services
- Infrastructure Services
- Business Process Outsourcing
- Engineering Services

Using our end-to-end IT capabilities—from systems integration to application maintenance and support—we deliver value-driven solutions designed to help you maximize your return on investment, enhance business productivity and reduce the total cost of technology ownership.

## Leverage our global network of expertise

HCL business and technology consultants bring in-depth knowledge and expertise across a broad spectrum of industries and disciplines. Our extensive global team of more than 95,000 employees with a network of offices in 31 countries helps optimize leading technologies to drive real business value for our clients.



Our benefits-led approach allows us to recommend the best tools and solutions to meet your needs, and incorporates best practices learned through years of complex engagements. We help you realize the true benefits of your technology investments by aligning IT with business goals and strategies.

## Optimize resources, reduce risk and improve IT agility

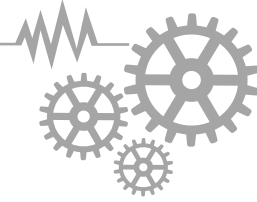
HCL is rewriting the rules of service delivery to bring a fresh perspective and alternative approach to enterprise environments.

Our unique delivery model integrates on-site business transformation consulting services with near-shore and offshore technical development and support to make sure our clients receive the optimal solutions at the right price.

Through the use of our offshore centers of excellence, we are able to accelerate implementation, while reducing the risks and costs associated with global deployment. We combine our localized on-site, offshore and near-shore expertise with effective collaboration and crowdsourcing methods to develop innovative shared resource models for cloud delivery.

 <b>PEOPLE</b> <b>95,000</b>	<b>\$</b> <b>REVENUE</b> <b>\$6.5 BN</b>	 <b>GLOBAL COVERAGE</b> <b>31 COUNTRIES</b>
Manufacturing	Application Services	Americas
Financial Services	Infrastructure Services	Europe
Life Sciences & Healthcare	Engineering and R&D Services	ROW
Retail and CPG	BPO Services	
Public Services		
Telecoms, Media, Publishing & Entertainment		
Others		
<b>Vertical Mix</b> (Revenues – CY 13)	<b>Service Mix</b> (Revenues – CY13)	<b>Geo Mix</b> (Revenues – CY13)

HCL leverages its extensive global team in 31 countries to provide holistic, multi-service delivery in key industry verticals.



# BUILD THE DIGITAL ENTERPRISE WITH HCL APPLICATIONS SERVICES

Competitive organizations are turning to digitalization to gain distinct competitive advantages. Disruptive technologies such as cloud, e-commerce and mobility are now vital for finding new sources of value and remaining competitive in today's digital age.

A successful digital strategy rests on the ability to shift IT costs from traditional legacy systems to these new disruptive technologies. At HCL, we help you make the right investments in the right digital solutions to improve performance and drive business transformation. We provide the tools and expertise to help you modernize and reduce the cost of your applications landscape so you can reinvest the savings to support your digital transformation.

## Become reborn digitally

As an industry leader in the deployment of digital technology solutions, HCL can help you understand and optimize the social, mobile, analytics and cloud technologies that can improve business performance.

Our Digital Systems Integration (Digital SI) services are designed to support each step of your journey toward digitalization:

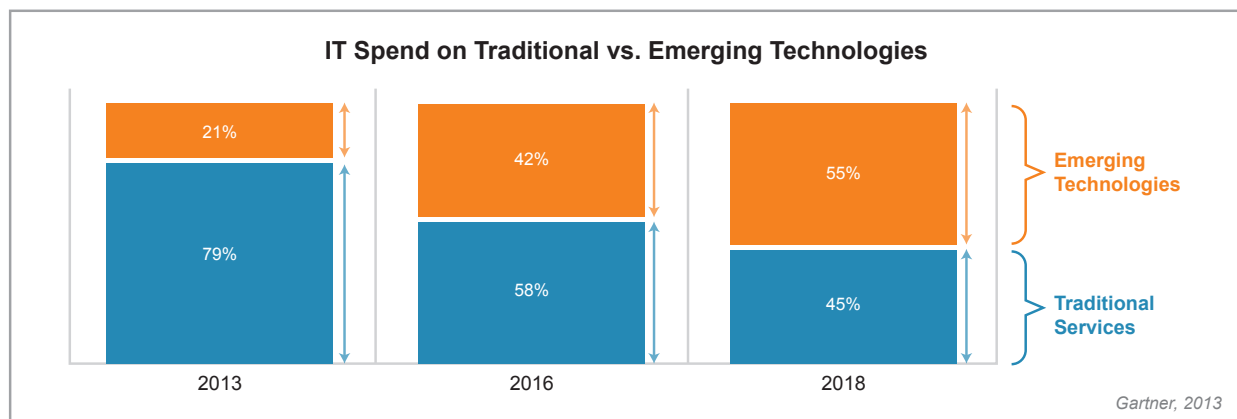
- **Modernization of your applications portfolio.** We provide a current state assessment of your organization's IT landscape, seeking out the lowest-cost operating model for your business. After an in-depth analysis of your as-is state, we recommend the minimum viable product needed to achieve a balanced, cost-effective portfolio—including cloud-based platforms and scalable infrastructure.

## Streamline Applications Services

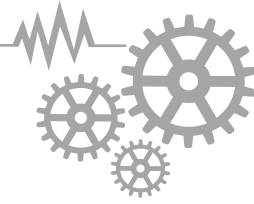
With more than 40,000 consultants supporting hundreds of clients globally, HCL Application Services offers a comprehensive suite of services that are flexible, scalable and customized to meet your needs.

- Integrated service offerings for end-to-end global applications lifecycle management
- Creative commercial models that allow for business-aligned and outcome-based contracts
- Deep solutions capabilities and skills across key industry verticals
- A focus on value creation through collaborative innovation and client relationships
- Custom applications development designed and delivered by a team of highly adept technology specialists

- **Simplification of your data fabric.** We make sure you deploy the optimal systems to integrate data from new and existing sources to streamline data flow and automate and optimize decision making.
- **Digital transformation.** Our digitalization capabilities leverage the disruptive technologies most appropriate for your enterprise. By refocusing and reorganizing applications to optimize and integrate digital touchpoints, you're able to find new opportunities to improve collaboration, enhance decision making, tap new revenue streams and serve your customers better.



*The transition to the digital age is dependent on significantly reducing expenditure on traditional 'systems of record' in order to reinvest the savings in new digital technologies*



## Manage your applications portfolio seamlessly with HCL ALT ASM™

Traditional applications support and maintenance (ASM) outsourcing focuses on ticket resolution with narrow visibility into service delivery and a limited ability to support dynamically changing business demands. HCL ALT ASM™ services delivers a guaranteed 30 percent cost reduction in ASM spend—and surpasses traditional ASM services with a proactive obsolescence approach that provides:

- Incremental **value** by simplifying your application landscape
- Improved **velocity** and agility by proactively eliminating incidents
- Increased **visibility** and transparency by mapping to business process key performance indicators instead of narrow IT service-level agreements

ALT ASM engagements empower proactive management of technology obsolescence and are measured rigorously on generating greater value through:

- Guaranteed 30 percent cost reduction using the ALT ASM framework, HCL's gold standard for ASM
- Differentiated service delivery
- Reinvestment of 3 to 10 percent of total contract value as value generation, in the form of transformational consulting assignments

ALT ASM helps improve velocity through:

- Enhanced platform stability enabled by proactive and predictive delivery and reduced risk through engagement flexibility
- Improved agility through the business-aligned target operating model
- Using LEAN practices to eliminate waste and non-value-add activities, leading to increased efficiency and faster delivery

ALT ASM increases visibility through:

- Significant application landscape optimization and modernization, leading to a reduction in total cost of ownership
- Proactive business process monitoring for key processes impacting business KPIs
- Engagement visibility and transparency of service quality through co-managed IT

## BENEFIT FROM OUR EXTENSIVE SAP EXPERTISE

As a certified SAP partner for more than 15 years, HCL's global delivery team of over 8,500 SAP experts are among the world's most experienced SAP consultants. Our benefits-led approach incorporates specialized expertise and a repeatable deployment methodology that accelerates and automates deployment tasks and reduces risks. This helps generate project momentum and maximizes the return on your business-case objectives.

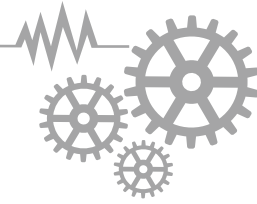
### Maximize the value of your SAP investments

To compete in today's digital age, enterprises are under increased pressure to optimize costs and align IT with business outcomes. Use our extensive domain expertise and skilled SAP experts to help validate the cost of your SAP investment—and understand the viability, benefits and risks of potential alternative cost-reduction strategies, such as instance consolidation and global deployment.

Our streamlining of SAP environments goes beyond immediate cost savings. We also examine ways to reinvest these savings into emerging digital technologies to drive more business innovation and improve performance.

Through our next-generation SAP solutions, we help you digitalize your IT landscape and provide quantifiable business benefits:

- Enhance customer experiences and internal processes by continuously connecting people with information and streamlining communications across platforms with Syclo smart mobile apps.
- Uncover more value and increase business insight using real-time data with SAP HANA analytics and high-performance computing capabilities.
- Improve the quality of the customer's buying experience, thereby extending brand loyalty and spend with our global Hybris omni-channel commerce solutions.
- Automate core and support HR processes with our robust SuccessFactors practice, and gain comprehensive alignment between on-premise and cloud transformation programs.



## DISCOVER A WORLD OF **COST SAVINGS**

Transitioning to a digital enterprise calls for the significant reduction of IT spend on traditional “systems of record” like SAP legacy systems. HCL offers a number of solutions aimed at helping you reduce the cost of your SAP investments.

### Reduce global deployment costs by up to 25 percent

Our global delivery model maximizes the use of cost-effective centers of excellence for repeatable technical activities. This proven approach has been shown to reduce deployment costs by up to 25 percent compared to most traditional models. We do this by:

- Developing the business case to guide project design and measure success
- Emphasizing the global design phase to minimize local deployment conflicts
- Taking an industrialized approach to delivery to accelerate deployment
- Leveraging our offshore centers of excellence to provide localized support on a large-scale platform
- Providing industry-leading tools and accelerators ideal for multi-country deployments and localization requirements
- Offering flexibility in model design based on unique company requirements

### Rationalize your SAP landscape and cut costs by up to 35 percent

Most organizations today run multiple production SAP instances. Many of these are legacy systems no longer supported by SAP, creating a costly and inefficient environment. We can rationalize the costs of your

SAP landscape by up to 35 percent through instance consolidation.

A consolidated SAP footprint improves process quality, data accuracy and operational synergies, while also positioning the environment for a low-cost migration to the SAP Business Suite on HANA. Our approach offers a differentiated process that focuses on business benefits, a functional use analysis to remove unused elements of the landscape, and a return to standard SAP, eliminating complex custom developments and high points of failure.

### Streamline SAP configuration and lower TCO

We help you streamline and optimize your SAP systems to achieve the Minimum Viable Product—the most efficient, cost-effective SAP landscape possible for your business. To support this objective, we’ve developed HCL Insight+for SAP™, a tool that allows us to gain a deeper understanding of your existing system and helps us identify opportunities to consolidate and optimize where needed.

- Eliminate unused or partially used modules and functionality
- Reduce the costs of user support and maintenance
- Streamline poor configuration
- Eliminate complex custom developments

As a global leader in multi-country SAP deployments, we have already helped hundreds of clients realize their objectives by utilizing our value-based approach. We look forward to helping you achieve your goals.

#### Vertical Expertise



Utilities



Manufacturing



CPG



Retail



Aerospace/  
Defense



Oil and  
Gas



Life  
Sciences



Transport



Financials

#### Capabilities

Business Analytics  
Services

CRM

EAM

E-Commerce and  
Omni-Channel

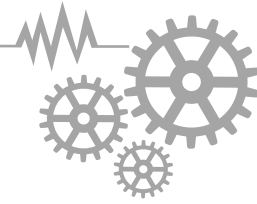
Finance

HCM

Mobility

SCM

*HCL SAP consultants bring in-depth industry expertise and best-practice functional knowledge that addresses critical strategic, operational and information management challenges.*



APPLICATION SUPPORT & MAINTENANCE



BIG DATA & BUSINESS ANALYTICS



BUSINESS ASSURANCE & TESTING



CLOUD, DIGITAL EXPERIENCE & MOBILITY



COLLABORATION, CONTENT & SOCIAL



CUSTOMER RELATIONSHIP MANAGEMENT



DIGITAL SYSTEMS INTEGRATION



E-COMMERCE & OMNI-CHANNEL



ENTERPRISE RESOURCE PLANNING



HUMAN CAPITAL MANAGEMENT



MODERN APPLICATION DEVELOPMENT



PLATFORMS & INTEGRATION

## About HCL

With revenues of \$6.5 billion, employing 95,000 technology experts and operating in 31 countries worldwide, HCL is a leading global technology services provider. HCL helps our clients transform their business and IT assets, deliver complex Digital Systems Integration programs and operate their application and infrastructure estates.

HCL's Digital Systems Integration business works with our clients to drive business outcomes through large IT program delivery. We employ 15,000 systems integration experts. We are established partners with leading enterprise application providers—SAP, Oracle and Microsoft.

Our propositions include:

- Global deployment
- Instance consolidation
- Fundamental cost reduction
- Target operating model transformation
- Benefits delivery
- Large program management
- Applications development
- Design, build and run services

## True global delivery

HCL operates as a single global organization, allowing us to deploy consulting teams that leverage proven industry and solution best practices from our offices and delivery centers around the world.

## HCL and SAP

HCL has been a certified partner in the SAP ecosystem for over 15 years. The HCL and SAP relationship delivers value to our customers through industry-focused excellence, innovation and orchestrated innovation through diverse resources. Our global delivery team of 8,500 SAP experts are recognized as being the most experienced SAP consultants in the market, and combine the best local SAP business transformation expertise with world-class offshore SAP factory services. HCL is ranked in the top 4 SAP SI's by Forrester, Gartner and IDC. We are regularly ranked #1 for client satisfaction.

For more information, contact HCL at: [integrated.applications@hcl.com](mailto:integrated.applications@hcl.com)



[www.hcltech.com](http://www.hcltech.com)

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*Relationship*<sup>™</sup>  
BEYOND THE CONTRACT

**HCL**