

# REDEFINING **VALUE CREATION** FOR CUSTOMERS



# CSC-HCL Alliance



“Our strategic partnership with HCL is a new and innovative approach to delivering next generation IT services that enable enterprises to achieve greater operational agility and significant reductions to operating costs. It is a recognition that IT service providers and delivery models must evolve from traditional tools and processes to more rapid application innovation, enabling business to compete in an ever-changing world.”

**Mike Lawrie**  
President & CEO, CSC.



CSC and HCL Technologies – an India-based global IT services leader – combine world-class technology, practices, tools, and talent to modernize enterprise applications and deliver them across multiple platforms. Our innovative, team-oriented joint approach to creating next-generation IT environments quickly provides greater agility, performance, security, and savings, while maximizing the operational benefits and profitability our clients achieve through their IT expenditures.

## Client Benefits

Information technology is now a key competitive differentiator for almost any enterprise. Companies need IT to tackle a wide variety of complex business problems through solutions that are also holistic, low risk, and cost optimized. But in doing this they face two major challenges:

- Up to 75% of IT resources in mid to large size organizations are expended in maintaining legacy applications. Modernization of legacy systems is a must for successful new solution implementation.
- Customer needs typically stretch beyond the capabilities of even the largest IT suppliers, requiring that they to work with multiple vendors and leading to lower accountability and additional management overheads.

HCL and CSC identified these requirements ahead of the curve, and in 2013 forged a Strategic Alliance to serve such customers. This alliance has been helping the customers modernize their legacy environment and solve complex business problems proactively. The alliance in last two years has helped over 25 customers harness the technological abilities of both the partners seamlessly, without the management overhead of managing two vendors.

The CSC and HCL strategic alliance directly addresses both these issues, seamlessly combining the extensive technical capabilities of both organizations to deliver IT services that help customers both modernize their legacy environments and solve complex business problems proactively, without the overhead of managing multiple vendors.

The results speak for themselves. CSC/HCL partnerships are driving an average 30% reduction in maintenance costs across multiple and diverse IT landscapes and offering almost unparalleled speed in return-on-transformation investment - reducing investment recovery times by up to 40%.

## JOINT OFFERINGS/SOLUTIONS

The CSC/HCL alliance offers solutions in three main areas.

### Digitalization:

Our Application Modernization Delivery Network (AMDN) is an end-to-end service proposition that helps customers across industries modernize their application portfolio. By leveraging the latest innovations in Digital Transformation, mobility, and cloud, AMDN enables dramatic improvements in operational performance and creates a distinct business advantage. AMDN adopts an industrialized, tool-based factory approach by offering assembly lines for multiple technologies, and has already helped a number of large global customers in their legacy application modernization journey.

# CSC-HCL Alliance

## Banking and Capital Markets:

CeleritiFinTech, a joint venture of CSC and HCL, helps banking industry customers modernize their business environments through core banking software platforms and a broad suite of services. The benefits and capabilities of Celeriti Fintech include:

- Strengthening support for clients looking to extend the life of, and their investment in, current platforms.
- Reaffirming the commitment to modernize and expand CSC's core banking and cards platforms (e.g. Hogan, CAMS) into end-to-end solutions under the Celeriti suite.
- Advancing digital banking transformation solutions in conjunction with other partners.

## Enhanced ITO Services:

To help meet rapidly evolving requirements of customers working across multiple industries, the CSC/HCL alliance is now offering clients in all sectors access to the entire range of services offered by HCL and CSC. Our Enhanced ITO Service (EITOS) creates a highly resourced, seamless IT services vendor that combines the system integration, product engineering, IT services delivery expertise, industry-specific product portfolio, and consulting expertise of CSC and HCL.

### Alliance at a glance

- Access to extensive shared and complementary resources, including world class talent, knowledge, infrastructure, and intellectual property.
- Co-developed IT solutions and service delivery across multiple industries through our Enhanced ITO Service
- Modernized legacy application portfolios and accelerated cloud adoption through AMDN.
- Core banking solutions delivered to global banking clients through the CSC-HCL CeleritiFinTech joint venture.

“

“CSC's strong technology portfolio coupled with HCL's robust system integration capabilities creates an important new force in the application modernization market. Enterprises today view digitalization as a route to business model transformation. And application modernization is a first and vital step. It allows organizations to accrue the benefits from digitalization by freeing them from the shackles of their legacy technologies.”

**Anant Gupta**  
President & CEO  
HCL Technologies.

”



## 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 the global landscape, and 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 100,000+ transformers to create real value for customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 6.1 billion, for the Financial Year ended as on 30th December 2015 (on LTM basis). For more information, please visit [www.hcltech.com](http://www.hcltech.com)

## About CSC

CSC (NYSE: CSC) leads clients on their digital transformation journeys. The company provides innovative, next-generation technology services and solutions that leverage deep industry expertise, global scale, technology independence and an extensive partner community. CSC serves leading commercial and international public sector organizations throughout the world. CSC is a Fortune 500 company and ranked among the best corporate citizens. For more information, visit us at [www.csc.com](http://www.csc.com)



CSC-HCL Alliance



**Hello there! I am an Ideapreneur.** I believe that sustainable business outcomes are driven by relationships nurtured through values like trust, transparency and flexibility. I respect the contract, but believe in going beyond through collaboration, applied innovation and new generation partnership models that put your interest above everything else. Right now 105,000 Ideapreneurs are in a Relationship Beyond the Contract™ with 500 customers in 31 countries. **How can I help you?**

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

**HCL**