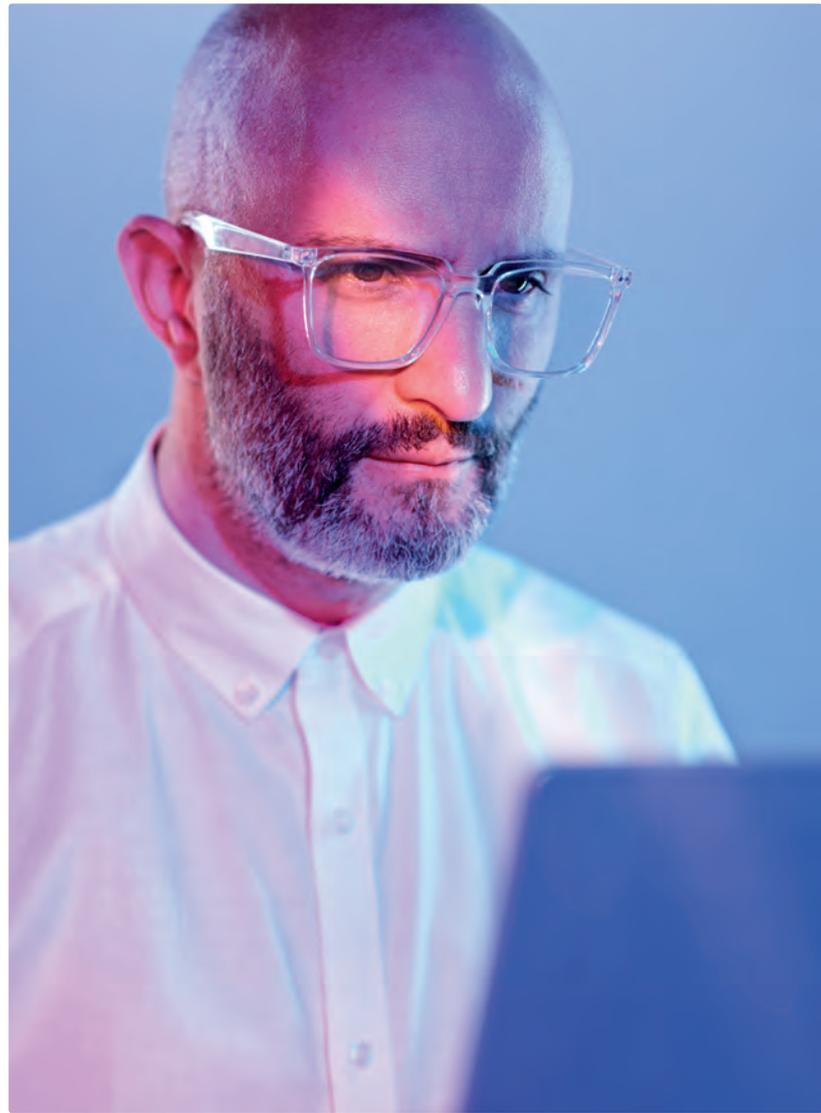


# Business highlights



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# CloudSMART

Capturing real value from cloud transformation continues to be a massive market driver and one of the biggest areas of tech spend across all industries. This increased focus and investment has been fueled by our clients' desire for continuous modernization, the need to be agile and the desire to reduce Total Cost of Ownership while improving operational efficiencies. Tech spend also continues to be heavily influenced by the leading hyperscaler public cloud providers: AWS, Google, IBM and Microsoft. Also active in the space are Tech Original Equipment Manufacturers such as Dell, Cisco and Intel, SaaS providers and niche product vendors. HCL Technologies has deep partnerships across all of these organizations, which is a powerful differentiating aspect for the company and a cornerstone of our growth strategy.

All of our work is driven through what we call the HCL CloudSMART approach: our proactive, industry-focused, consulting and ecosystem-led strategy featuring a suite of offerings and services developed and delivered in collaboration with HCL's three business segments and with the active participation of a strong global network of ecosystem partners.

## Partner Perspective



I am delighted to see HCL continuing to create strong impact on our customers' digital transformation journey through strong innovation in cloud-enabled services and industry-leading IP.

We are progressing well with HCL's AWS Business unit on long-term, enterprise transformations with customers. At AWS, we are focused on creating industry-focused solutions to address customers' most important business problems, and are working with HCL to build these solutions. Given that less than 15 percent of customers' workloads have migrated to the cloud overall, we believe that there are still so many opportunities for AWS and our partners - it is still Day One."

**Chris Niederman**

Account Sales and Strategic Alliances, Amazon Web Services

CloudSMART provides independent consulting for companies on their cloud transformation journeys, allowing them to harness ecosystem partnerships and technology solutions to create long-term plans to drive transformation at an accelerated pace and scale. CloudSMART is delivered via a set of holistic, aggregated and rationalized strategic, industry-focused cloud offerings to enable businesses to pivot from their current cloud state to the modern cloud powered by more than 40,000 certified cloud professionals, 3,000 industry use cases, 30 industry cloud solutions, 12,000 cloud assets and 4,000 automation artifacts.

During the last year, clients and leading analysts endorsed the CloudSMART strategy and the foundational SMART Ways offerings. SMART Ways ensure readiness, resilience and sustainability whether moving to the cloud, innovating in the cloud or relying on HCL's extreme automation, FinOps and operational agility for the cloud. By adopting CloudSMART, clients increase their reliance on HCL as the source for continuous cloud modernization and digital transformation.

## Notable recognitions

HCL Technologies positioned as a Leader in 2021 Gartner® Magic Quadrant™ for Public Cloud IT Transformation Services.

HCL Technologies positioned as Leader in the Everest Group's Cloud Services PEAK Matrix® Assessment 2022 – North America & Europe



Siki Giunta, EVP and Global Head – HCL CloudSMART, leads a cloud workshop at HCL's London office.

# Strategic Alliances



HCL Technologies’ strategic alliances include global market leaders concentrated around three segments – Cloud Ecosystem, Digital Platforms, and Data & Analytics. Through our deep partnerships with these platform, product, cloud and SaaS leaders, we co-develop solutions, offerings and accelerators; and provide systems integration and managed services. We help our clients maximize their investments with these companies through faster time-to-market, reduced costs, tangible ROI and the ability to accelerate digital transformation initiatives. In some instances, HCL is also engaged by these partners to engineer, manage, and maintain their product suites. You can learn more about our cloud ecosystem relationships on pages 53 and 54.

HCL also cultivates valuable associations in the start-up space with venture capitalists, trade missions, and industry organizations. Some notable relationships include the World Economic Forum (WEF), The Open Group, Cloud Native Computing Foundation (CNCf) and the Cloud Foundry Foundation. A key differentiator is HCL’s own start-up accelerator and innovation platform (eSTiP) that drives the co-creation of solutions through an open innovation model.

## Our Strategic Alliances Operating Model

### IT and Business Services

Global systems integrator | Managed services provider

### Engineering and R&D Services

Engineering services provider | OEM integrator

### Products & Platforms

Independent software vendor GTM | Marketplace channels

### Ecosystem units

Full-stack aligned by each ecosystem

### 360-Degree (Sell to)

Services | Original Equipment  
Manufacturers (OEMs)/Products

### Joint Go-To-Market

Geographies and industries

### Cloud Native/Labs/FinOps/Cloud Consulting

Enabling cross-ecosystem collaboration

### Underpinned by our relationships with:

Hyperscalers and tech OEMs

## Partner Perspective



The Intel ecosystem unit at HCL will help accelerate digital transformation and adoption of such technologies while developing a technology roadmap for our customers on cloud, end-user computing, network and edge, and AI. Our strategic partnership with HCL is a step further in building focused, innovative and industry-tailored solutions for our customers.”

**Santhosh Viswanathan**  
Managing Director of Sales, Marketing & Communications Group, Intel India

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Our technology and solutions, combined with the depth and breadth of HCL’s services, provides unique value to our customers. Add to that our combined industry expertise, we’re well positioned to ensure our customers have the IT strategy and solutions to address their needs today and in the future.”

**Denise Millard**  
Senior Vice President, Global Alliances, Dell Technologies

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HCL’s dedicated Cisco Ecosystem Unit, launched in September 2021, is focused on creating joint solutions to support our common end customers in their digital transformation journey. Together through this unit, we have strategically aligned and invested in developing cloud native and managed services, and are delivering those offers to mutual customers in highly regulated industries and other emerging markets.”

**Nick Holden**  
Vice President, Global Strategic Partner Sales, Cisco Systems

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With their CloudSMART approach, VMware sees that HCL has the right vision for today’s enterprises seeking to increase their capabilities with the power of multi-cloud solutions. We’re delighted to partner with HCL for its CloudSMART framework powered by VMware and hyperscalers. Whether we’re

providing the technology that helps HCL deliver innovative consumer experiences or enabling resilient and agile workforces, we look forward to helping HCL ensure our customers’ utmost success.”

**Sumit Dhawan**  
President, VMware

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The synergy of HCL’s CloudSMART program with the RISE with SAP offering will help customers maximize business value while leveraging innovations in the cloud on their journey to an intelligent enterprise. We look forward to the continued strategic partnership with HCL Technologies.”

**Harald Martin**  
Senior Vice President, Services Partner Business Development, Cloud Success Services, SAP SE

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Our partnership with HCL helps enterprises develop solutions to accelerate digital transformation and drive business value. Clients in regulated industries, such as telecommunications, are using IBM’s open hybrid cloud platform supported by our combined technical experience to modernize their operations.”

**Inhi Cho Suh**  
General Manager, Strategic Partnerships, IBM

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Our partnership with HCL Technologies is based on the twin tenets of innovation and excellence, with a deep commitment toward mutual customer success through industry-leading digital transformation products and services. As part of our Executive Partner Advisory Council, HCL Technologies is deeply involved with providing active feedback on our product strategy and roadmap, and together we are helping enterprises across the globe leverage technology to transform the future.”

**John Higgins**  
Chief of Client and Partner Success, Pegasystems

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## Analyst Perspective

With its CloudSMART approach, HCL is well positioned to provide an integrated cloud transformation journey with the help of comprehensive solution offerings, IPs, DevOps, and site reliability engineering (SRE)-based operations, and an extensive partner ecosystem.”

**PEAK Matrix on Cloud Services 2022**  
Europe – Everest Group

HCL’s AWS managed services offerings are among the most scalable and fastest-growing hyperscaler cloud managed services, both in terms of coverage and speed of synchronization with the AWS tech innovation cycles for the cloud. Its agility, flexibility, and speed of adoption help the company sync with the cloud technology supply-side innovations from AWS.”

**ISG Provider Lens™ AWS**  
Ecosystem Partners U.S. 2021 AWS Managed Services

# IT and Business Services

A comprehensive suite of end-to-end digital offerings to address the traditional and transformational needs of large enterprises

**\$8.27B**  
FY 2021-22 Revenue

**31.8%**  
YoY Mode 2 revenue growth

**200+**  
Leadership analyst recognitions

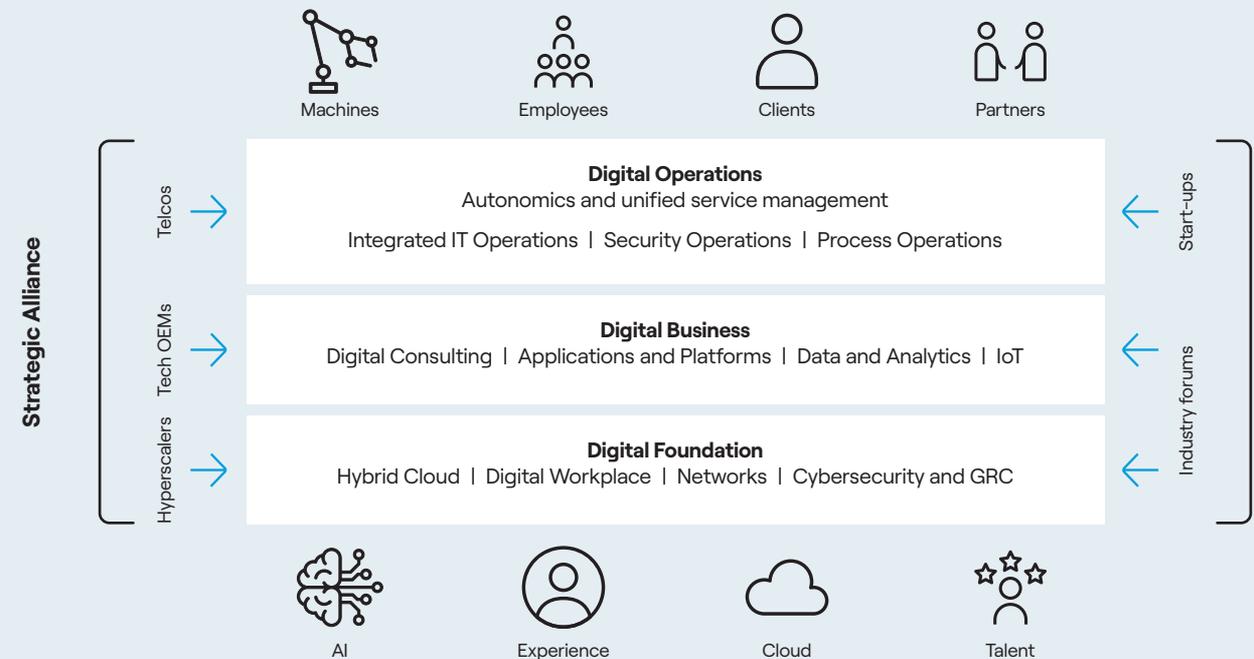
**78**  
Fortune 200 clients

**60+**  
Next-gen solutions and IPs

**50+**  
Large deals

**60+**  
Innovation labs across the globe

## Building the resilient digital enterprise



## Winning Transformations

### Large cloud transformation program

A US-based Fortune 500 global life sciences company selected HCL Technologies to support and transform its hybrid cloud environment. HCL's SmartOps solution will help this client's IT meet its rapidly growing business needs, increasing infrastructure availability while eliminating technical debt and enhancing end-user experience.

### Multiservice ITO deal covering infra and apps: cloud and app modernization

A Europe-based manufacturing company has signed an end-to-end services agreement with HCL Technologies. As part of this engagement, HCL will help the client accelerate its digital transformation journey, facilitated by cloud migration and application modernization. HCL Technologies will deliver cloud-first, user-centric digital transformation by adopting business-driven automation to modernize the client's applications and infrastructure landscape.

## Analyst Perspective

HCL's cloud vision is based on the company's CloudSMART program that is designed to help enterprises move to a new operating model with the goal of enabling a firm to achieve the agility needed to compete in a hyperdynamic world. Ultimately, the value proposition of HCL's CloudSMART program is to maximize business value, re-invent the customer experience, modernize the digital core, drive continuous innovation, develop a comprehensive cloud culture, and create a sustainable future."

### IDC MarketScape:

[Worldwide Managed Multi-cloud Services 2021 Vendor Assessment \(Doc #US45977020, October 2021\)](#)

HCL Technologies has made credible investments in developing solutions and verticalized use cases for next generation network services such as private 5G, IoT/edge networks, and Wi-Fi 6. Additionally, it has also developed solutions such as Fluid Connect and Intello-Fi to help clients transition to work from home and ensure safety at the workplace during the COVID-19 pandemic. Clients appreciate HCL Technologies for its domain and technical expertise, which enables end-to-end network transformation."

### Everest Group's Network

[Transformation and Managed Services PEAK Matrix® Assessment 2021](#)

## Client Perspective



For more than 20 years, HCL continues to be a strong contributor to IGT's success. We are really excited to continue working with HCL on transformation and innovation activities such as cloud, data modernization, cryptocurrency, cashless gaming, and many other forward-looking programs. Working with HCL not only means that you have a provider of services, but you have a true relationship and a trusted partnership."

### Rachel Barber

SVP & CTO, International Game Technology PLC



HCL's commitment to building a relationship that goes deeper than the contract is very impressive and has given us the type of flexibility that has been critical to supporting the changing needs of our workforce during the pandemic. Over the last two years, HCL has helped us create a globally consistent support structure for our workforce."

### Stewart Fry

Senior Vice President,  
Digital Enterprise & Operations, BP PLC



Through our partnership with HCL Technologies, Syneos will aspire to be a transformational force in the healthcare industry, delivering smarter, innovative digital solutions that power a healthier future for patients worldwide."

### Manish Gupta

Executive Director,  
Cloud Operations (ESST-IT), Syneos Health



The relationship with HCL is at several layers. First of all, we look for good quality of people. Recently we talked about how HCL can help us in our cloud journey – not just in terms of people, but also technology, transformation, inspiration, guidance, architecture, etc."

### Jasper Buschgens

Senior Capability Manager,  
Aegon, Netherlands

# Digital Foundation

**Our Digital Foundation offerings help businesses adopt digital technologies and allow enterprises to maximize the business value from their digital investments.**

**31%**

Contribution of the incremental growth for HCL Technologies

**\$2B**

Client value generated to-date

**40%**

G100 companies are HCL Digital Foundation clients

**40%**

Workforce certified in next-generation technologies

**Digital Foundation encompasses four key offerings for future-focused businesses:**

**Hybrid Cloud Services**

Leveraging our CloudSMART strategy, we work toward creating an adaptive portfolio of innovative cloud services, underpinned by intelligent automation and a powerful partnership ecosystem to address clients' specific requirements. These leading-edge hybrid cloud services enable organizations to maximize business value and facilitate superior digital experience.

**Digital Workplace Services**

Our FLUID Workplace portfolio supports enterprises seeking to build a hyper-personalized, on-demand and resilient hybrid workplace that deliver a seamless experience of workforce cohesion anytime, anywhere and on any device.

**NextGen Network Services**

We empower enterprises with a 'digital-ready' network based on agility, ubiquity, speed, and tech-convergence. This helps clients to maximize the value of distributed workloads and transform business models for a highly dynamic and cloud-first world.

**Cybersecurity and Governance, Risk and Compliance (GRC) Services**

We offer cybersecurity consulting, transformation, and managed services to enable secure digital transformation for enterprises. Powered by HCL's Dynamic Cybersecurity framework, these services help clients move from a "static" to a "dynamic" posture when dealing with an ever-escalating threat landscape.

**Winning Transformations**

**Application and infrastructure**

A leading Canadian telecom service provider and media company has selected HCL to scale its IT operational efficiency and stability. HCL will help address IT infrastructure and workloads migrating to the current private and public cloud infrastructure, support the client's operations, and serve as the managed services provider. HCL will also invest in the next generation of AI and ML to provide this client with much needed flexibility for harnessing the 5G and digital technologies.

**Ideas that Accelerate**

**Pioneers on the FinOps frontier**

HCL offers a fully managed cloud FinOps service to help enterprises operate efficiently by optimizing their cloud footprint and enabling real-time decision making.

Through FinOps as a service, organizations can get more visibility, real-time spend recommendations to their hybrid multi-cloud environments, and wastage elimination, ensuring that they are able to utilize cloud services effectively for enhanced productivity and innovation.

**Client Perspective**



The partnership we have with HCL will allow us to rapidly move forward and evolve the way we manage and deliver services to both our internal and external customers."

**Fausto Sosa**  
Vice President of Information Technology, CEMEX

**Analyst Perspective**

HCL Technologies has built solutions to enable enterprises to adopt a hybrid workplace model and made dedicated investments in talent, sales, and consulting capabilities, which have contributed to its position as a Leader in Everest Group's Digital Workplace Services PEAK Matrix® Assessment 2022. Clients appreciate HCL Technologies for its flexibility in service delivery and providing zero touch support during pandemic."

**Everest Group's Digital Workplace Services PEAK Matrix® Assessment 2022**

# Digital Business

Helping organizations re-imagine the intelligent enterprise and deliver superior customer experiences.

50%

contribution of the incremental growth for HCL Technologies

Digital Business encompasses four key offerings for future-focused businesses:

## Digital Consulting

HCL Technologies guides enterprises to re-imagine their value chains with user experience at the core, with services including experience design, industry capability definition, agile delivery transformation, and organizational agility.

## Digital Applications

HCL helps enterprises structure and modernize their applications and platforms to take advantage of composable architectures and cloud-based application consumption.

## Data and Analytics

HCL offers enterprises crucial support in modernizing data platforms and building scalable data architecture while focusing on data security, data governance, data management, and deriving actionable insights through applied AI.

## IoT WoRKs™

With end-to-end orchestration capabilities, a strong product engineering pedigree, domain expertise, and a robust partner ecosystem, HCL serves our clients' needs for "define, build and run" services in the connected ecosystem.

## Analyst Perspective

HCL Technologies, known for its infrastructure services, is also a significant player in application modernization and migration services. In delivering its services, it uses a variety of homegrown tools and methodologies, such as its FENIX modernization methodology and its Advantage suite of implementation solutions. Customer references praised HCL's flexibility and cost competitiveness, balancing flexibility, and client advocacy with strong account management skills."

### The Forrester Wave™

Application Modernization And Migration Services, Q3 2021

## Winning Transformations

### Application modernization

A US-based leading financial services company chose HCL for supporting all application modernization and technology consolidation efforts for the next two years. Through this expansion, HCL will support technology initiatives for the client, serving as an end-to-end digital transformation partner.

## Ideas that Accelerate

### Challenging legacy managed services with ASM 2.0

Enterprises expend valuable resources on legacy systems and application managed service (ASM) providers, which impedes digital acceleration. HCL challenges this status quo with ASM 2.0, a framework for customized, on-demand, AI-driven application operations that helps clients transition from legacy spending to focus on modernizing their core. ASM 2.0 is receiving wide acceptance among clients for its focus on experience centricity, observability, and outcome-driven, business-aligned operations backed by SRE based best practices. With ASM 2.0, HCL is helping its clients invest in their transformation while making critical operations smarter.

## Client Perspective



Having a partner in a fast-changing environment who keeps their promises even though there's major disruption is super valuable, and HCL always stood up to their promises and played a major role for us."

### Dr. Victoria Ossadnik

COO, Digital and Member of the Board of Management of E.ON

## Partner Perspective



HCL has shown a remarkable commitment to building its Snowflake expertise, increasing its partner tier 3x within 18 months, and achieving Elite status in 2022. With its Snowflake focused migration methodology and accelerators, HCL is a trusted collaborator in delivering Snowflake implementations and accelerating the power of the Data Cloud for our shared customers."

### Colleen Kapase

SVP Worldwide Partner and Alliances, Snowflake

# IT and Business Services *continued*

## Digital Operations

Digital Operations encompasses three key offerings:

### Integrated IT Operations

This is a new hybrid operating model based on AI Ops, cross-skilled teams, operations best practices, and cultural transformation.

### Security Operations

Our Cybersecurity Fusion Centers (CSFC) strengthen our ability to defend our clients' digital assets. CSFCs are state-of-the-art security operations and response facilities, integrating multi-domain security teams, processes, and cutting-edge analytics.

### Digital Process Operations (DPO)

Our "Process-First, Technology-led Digital Operations" includes AI/ML-based intelligent automation and operational analytics. Based on this approach, DPO's 'digitalCOLLEAGUE' fosters human-machine co-existence, delivering superior experiences and improved ROI.

## Winning Transformations

### Process operations and support

A US-based oil and gas company selected HCL as its strategic partner in a multi-year engagement to operate and transform its downstream order-to-cash services end-to-end and midstream operations, leveraging HCL Commerce and DX platforms. HCL's digital process operations will bring digital-led transformation to optimize these operations and enhance customer experience. Process efficiencies, industry best practices and leading-edge innovation will deliver additional value to the client's operations.

## Ideas that Accelerate

### Customizing the customer experience

With the objective of providing self-serve capabilities to our clients, we have integrated our HCL DX and Toscana platforms to offer process-led, technology-driven solutions encompassing omni-channel experience, AI-propelled zero-touch interventions, and advanced analytics. This exemplifies HCL's advantage to deliver a configurable platform targeting a unique, customized experience to an individual or group of users at a 40-60% faster time to market with a 40% lower cost compared with a bespoke development.

## Analyst Perspective

A strong push toward digital-first delivery, which was accelerated by COVID-19, demand fluctuations, and greater regulatory oversight, left both traditional and emerging financial institutions struggling last year. HCL Technologies leveraged its broad coverage across the banking services portfolio, growing partner ecosystem, and co-innovation-led solutioning to provide quality resources to support its clients in their cost reduction and digital process improvement initiatives. As such, it has been recognized as a Leader in Everest Group's Banking Operations – Services PEAK Matrix® Assessment 2022."

**Manu Aggarwal**  
Partner, Everest Group

**Intelligent Document Processing Platforms:** In the post-pandemic era, the scope of document processing platforms has evolved to help enterprises realize maximum benefits from untapped datasets in a touchless environment. "HCL's EXACTO™ platform's capabilities assist enterprises in achieving these benefits through its strong presence across the IDP value chain and robust model training techniques. Data ingestion through mobile applications and availability of the platform-as-a-service further differentiate its position among other IDP platform providers."

**Swapnil Bhatnagar**  
Senior Research Director, Avasant

## Partner Perspective



Together, HCL and Automation Anywhere deliver the incredible transformational value of Intelligent Automation into the global market. We are re-defining work and empowering employees from our global customer base with a new digital workforce to unleash their potential."

**Billy Cuthbert**  
Vice President Alliances & Channel International (Europe & APJ), Automation Anywhere



HCL is a market leader in delivering IPA from the business Key Performance Indicator (KPIs) to the desired outcome. HCL is a certified elite Gold Blueprism delivery partner and is able to source Blueprism products and supporting IPA technologies, along with consulting engagement, implementation, and maintenance services."

**Hitesh Patel**  
Vice President of EMEA Channels and Partners, Blueprism

# Notable Analyst Recognitions

## Digital Business

HCL Technologies positioned as a Leader in The Forrester Wave™: Application Modernization and Migration Services, Q3 2021

HCL Technologies positioned as a Leader in ISG Provider Lens™ SAP HANA Ecosystem Services – SAP Business Technology Platform and Intelligent Technologies – US, UK, Nordics 2021

HCL Technologies positioned as a Leader in ISG Provider Lens™ Internet of Things – Services and Solutions – IT/OT Tech Data Convergence – Global 2021

HCL Technologies positioned as a Leader in Everest Group's Application Transformation Services PEAK Matrix® Assessment 2021

HCL Technologies recognized for Application Services in Everest Group's PEAK Matrix® Service Provider of the Year™ 2022 Awards

HCL Technologies positioned as a Leader of the Year™ in Everest Group's PEAK Matrix® for Overall IT Services 2022 Awards

HCL Technologies positioned as a Leader in Everest Group's Enterprise Blockchain Services PEAK Matrix® Assessment 2022

HCL Technologies positioned as a Leader in ISG Provider Lens™ Next-Gen ADM Services – AD & Scaled Agile US, UK, Nordics, Germany 2021, ISG

HCL Technologies positioned as a Leader in ISG Provider Lens™, Digital Business – Solutions and Services – Digital CX Services, Digital Consulting, US, UK, Nordics, Australia 2021, ISG

HCL Technologies positioned as a Leader in Enterprise Quality Assurance (QA) Services PEAK Matrix®, 2021, the Everest Group

HCL Technologies positioned as a Leader in ISG Provider Lens™ Digital Business – Solutions and Services – Sustainability & Decarbonization Services – US, UK, Australia 2021, 2021, ISG

## Digital Foundation

HCL Technologies positioned as a Leader in the 2021 Gartner® Magic Quadrant™ for Public Cloud IT Transformation Services\*

HCL Technologies positioned as a Leader in the 2022 Gartner® Magic Quadrant™ for Outsourced Digital Workplace Services\*

HCL Technologies positioned as a Leader in the 2021 Gartner® Magic Quadrant™ for Data Center Outsourcing and Hybrid Infrastructure Managed Services, Global\*

HCL Technologies positioned as a Leader in the 2021 Gartner® Magic Quadrant™ for Managed Network Services\*

HCL Technologies positioned as a Leader in the IDC MarketScape Worldwide Managed Multi-cloud Services 2021 Vendor Assessment (Doc #US45977020, October 2021)

HCL Technologies positioned as Leader in Avasant's Cybersecurity Services 2021 RadarView™

HCL Technologies positioned as a Leader in IT Managed Security Services PEAK Matrix® Assessment 2021

## Digital Operations

HCL Technologies positioned as a Leader in the IDC MarketScape Worldwide Artificial Intelligence Business Services 2021 Vendor Assessment (Doc #US46741721, June 2021)

HCL Technologies positioned as a Leader in ISG Provider Lens™ Life Sciences Digital Services Clinical Development Digital Transformation Services, Patient Engagement Digital Transformation Services & Manufacturing Supply Chain Digital Transformation Services Provider Lens Study 2021, Global

HCL Technologies positioned as a Leader in Avasant's Intelligent Document Processing 2021-2022 RadarView™

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# Engineering and R&D Services

HCL Technologies' Engineering and R&D Services (ERS) help clients evolve their businesses for the digital era. We partner with global enterprises to accelerate product and platform development by leveraging the latest digital technologies to monetize product services and create world-class customer experiences.

#1

Engineering services provider as recognized by the Everest Group

350+

Enterprises trust us for their engineering programs

100+

Engineering labs accelerating time to market

20+

Centers of excellence (CoEs) nurturing niche and emerging technologies

2,000+

Patents driving innovation for our clients

60+

Solution accelerators transforming businesses around the globe

## HCL ERS Differentiators



### Digital engineering

Digital transformation is becoming mainstream with enterprises developing digital platforms at scale for service monetization



### Strategic investments

Investments in 100+ engineering labs, 60+ solution accelerators and 20+ CoEs focused on nurturing next-gen digital technologies



### Ecosystem

Strategic partnerships with OEMs. Hyperscalers, digital technology players, start-ups and academia, forums & consortiums



### Innovation culture

Delivering customer-centric innovations and patents to help enterprise stay ahead of competition



### Engineering heritage & market reputation

Four decades of leadership in engineering services spanning VLSI, H/W and S/W across 10 industries at scale

## Digital Engineering-led innovations to deliver "The Next" in the Now

### End-to-end ERS portfolio

Accelerating "time to market" and "time to monetize" of Products & Platforms for global enterprises

#### Product Engineering

Product R&D and sustenance

##### Key propositions:

- Product lifecycle management
- Embedded software & engineering
- Hardware & VLSI design engineering
- Software product engineering
- Verification & validation
- Product sustenance

#### Digital Engineering

Creating smart, intelligent, connected products and manufacturing processes

##### Key propositions:

- Platform engineering
- Cloud engineering
- Digital thread/twin
- Digital manufacturing
- Data engineering & AI
- Silicon platform solutions
- 5G services & solutions

#### Operational Technologies

Modernizing manufacturing infrastructure and processes

##### Key propositions:

- MES/MOM
- Agile plant engineering
- Asset modernization
- Manufacturing analytics
- Connected factory
- Plant cybersecurity

#### Delivering Outcomes

Business outcomes:

- Accelerated digital transformation
- Business resilience
- Network growth
- Sustainability & compliance

Engineering outcomes:

- First time right
- Rapid scalability
- Innovation @ scale
- Faster time to market

#### Enabling technologies

IoT | AI/ML | AR/VR/XR | 5G | Cloud | Blockchain | Robotics  
Additive manufacturing | Computer vision | Digital Twin

## Notable Recognitions

Recognized as # 1 player in Everest Group's 2022 PEAK Matrix® Provider of the Year awards for Engineering Services.

HCL positioned as a Leader in Everest Group's Digital Product Engineering Services PEAK Matrix® assessment 2022

HCL Technologies positioned as a Leader in Everest Group's 5G Engineering Services PEAK Matrix® Assessment 2021

NASSCOM Engineering & Innovation Excellence 2021 Awards in two categories – "ER&D Organization of the Year" and "Service Delivery Excellence of the Year"

## Client Perspective

HCL Technologies has emerged as a Leader in Everest Group's Digital Product Engineering Services PEAK Matrix® Assessment 2022. Aligned with this market, HCL invests in CoEs and IPs, upskilling talent in digital technologies, and forming strategic partnerships with chip vendors and software firms. In addition to strengths in embedded systems, IoT, and data engineering, clients appreciate HCL for its talent management practices and flexible engagements."

**Akshat Vaid**  
Vice President, Everest Group

## Ideas that Accelerate

### HCL's sustainability engineering offering

Enterprises are turning toward green technologies and sustainability solutions. The increased demand for renewable energy sources, low-carbon products, and circular economy models warrants a clear shift from sustainable operation to sustainable value-chain.

HCL's Sustaining portfolio offers end-to-end sustainability solutions and services underpinned by strategic partnerships across the value chain, right from product ideation, and design phase to end-of-life and sustenance. HCL offers comprehensive, customized services across all stages of the transformation journey – from strategizing to building, migrating, and deploying solutions ideally suited to client needs.

## Client Recognitions

Supplier of the Year 2021 Award at the Annual Cisco Procurement Supplier Day

2022 Intel EPIC Valued Supplier Award

## Client Perspective



The Global Engineering Center (GEC) with HCL is a strategic move with very high ambitions for Electrolux. As this was established just before the pandemic, the first phase was challenging. HCL played a crucial role providing the needed flexibility, collaboration and domain expertise that results in tangible business value. The stability and growth in our engagement allows Electrolux to strengthen its relationship with HCL by exploring and growing in strategic areas."

**Fredrik Dellby**  
Head of R&D and Process Excellence, Electrolux Group

## Winning Transformations

### Engineering outsourcing

A leading medical devices and diagnostics company chose HCL Technologies as its preferred engineering outsourcing partner. This partnership will help the client to streamline its R&D, quality, and manufacturing operations and support several growth initiatives toward their 2025 vision.

### Product lifecycle

A leading U.S.-based global technology OEM has extended its decade-long relationship with HCL. Leveraging its global delivery network, HCL will continue to provide complete life cycle product engineering and support services as a managed service.

### End-to-end R&D services

A U.S.-based multinational information technology company selected HCL Technologies as its end-to-end R&D services partner. The client is accelerating its digital transformation to offer enhanced user experiences and bolster customer satisfaction. HCL will help the client set up three R&D centers in Bucharest (Romania), Warsaw (Poland), and Toronto (Canada).

### Data engineering & services

A leading social media company with billions of global users made HCL a preferred partner for data engineering and data center management services. HCL will enable the client to drive innovation, improve product quality and accelerate time to market in a cost-efficient manner. HCL will also help the client across various lab functions to enable rapid prototyping of critical components.

# Products & Platforms

HCL Technologies' Products & Platforms was launched with two key objectives: to become a credible enterprise software player, and to access global client base and sales channels. Today, we have 6,800 global clients, of which 540 are G2000, and 775 business partners, with a global footprint across 132+ countries. Our integrated product portfolio addresses four key markets – Digital Transformation, AI & Intelligent Automation, Data & Analytics, and Industry Software.

**\$1.39B**

FY21-22 revenue

**24.4%**

EBIT margin

**75+**

Software products

**241**

G500 clients

## Integrated Portfolio Aligned with Chosen Markets

