



## Press Release

### **HCL inks deal with M.J. Logistic to equip its Logistics Centres with world-class IT powered by Sterling Commerce solutions**

- *HCL to provide integrated applications and infrastructure services and complete automation of warehouse management processes using Sterling Commerce solutions*
- *This engagement will enable M.J. Logistic to seamlessly integrate clients' ERP systems and provide real time inventory visibility and improved customer service*

**Noida, March 26, 2009** - HCL Technologies Ltd. (HCL), a leading global IT services provider, has entered into a three year contract with M.J. Logistic Services Limited (MJ), a leading third-party logistics (3PL) solutions provider in India. The contract will enable MJ to focus on its core business, manage the growing complexities of its logistics operations, reduce its cost and enhance inventory visibility.

MJ is setting up a first-of-its-kind, world-class logistics centre at Palwal (Delhi- Agra highway). The first phase of which is already in progress. HCL will provide end-to-end integrated services including Implementation, Support, Hosting, Monitoring and VSAT connectivity to extend the capabilities of the upcoming facility. HCL, as a premier reseller of Sterling Commerce, will also implement Sterling Warehouse Management System (WMS) and Sterling Director Solutions at MJ.

Sterling WMS, part of Sterling Selling and Fulfillment Suite, will provide MJ with robust planning, execution and measurement tools to efficiently use inventory across the extended enterprise. MJ will use Gentrans, one of the most widely-used and trusted electronic data interchange (EDI) and data translation solutions in the industry, for their business-to-business (B2B) communication needs.

**Anil Arora, Managing Director, M J Logistic Services Ltd. said,** "Justifying warehouse management investments and the challenges of its implementation have been long-standing bottlenecks for seamless integration of 3PL offerings with customers IT systems. MJ has addressed these issues by partnering with HCL and investing upfront in a world-class product from Sterling WMS. This will ensure superior logistics services through real-time inventory visibility using Radio Frequency (RF) technology and customer-specific Management Information System (MIS) and alerts. This technology implementation will further help organizations achieve operational efficiency and raise the industry standards to international level."

Through this relationship, HCL's Retail Practice would orchestrate infrastructure and business process outsourcing services, thereby adding value to MJ's business at the point of sale and throughout the entire value chain.

**Sidhartha Chowdhury, Vice President & Global Head of Retail & Logistics, HCL Technologies,** said, "HCL has played a pioneering role in providing end-to-end integrated application and infrastructure management services. We are pleased that our domain expertise in this arena has helped MJ choose us



to automate the warehouse management process and manage the growing complexities of their business. We stay committed to creating transformational value for MJ in this engagement and look forward to a long and mutually-rewarding relationship.”

“The overall 3PL market in India accounts for less than 20 percent, compared to more than 40 percent in developed countries. There is a huge potential for IT investments by companies such as MJ as they develop state-of-the-art warehouse operations for multiple users,” Mr. Chowdhury added.

“With our solution set, we see logistics as a major potential market in India as this segment gets more organized,” **said Robert E. Prigge, Vice-President of Asia Pacific and Japan, Sterling Commerce.** “The cost-effectiveness of warehousing and 3PL operations in India has been a significant attraction for large corporations, attracting interest from multinationals or domestic retailers operating in FMCG, CPG, pharmaceuticals and automotive sectors. The combination of our comprehensive selling and fulfillment applications, and robust enterprise and B2B integration solutions will help these companies transform their commerce operations.”

HCL has over 70+ large end-to-end supply chain engagements ranging from consultancy to maintenance & support. It also has 200+ domain experts focused on SCM for strategic alliance partnerships with leading SCM package vendors including SAP, Oracle, i2, and Manhattan.

M.J. Logistic Services Ltd. (MJ) offers complete storage, transportation and distribution solution to customers in FMCG, auto components, retail, paints and foods business. MJ designs and executes customer-centric supply chain solutions that manage the logistical challenges and issues faced by the customers. The company has a strong presence in Delhi & National Capital Region (NCR), and operations in Haryana, Punjab, Himachal Pradesh and Uttarakhand.

#### **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 19 countries to provide holistic, multi-service delivery in key industry verticals including Financial Services, Manufacturing, Aerospace & Defense, Telecom, Retail & CPG, Life Sciences & Healthcare, Media & Entertainment, Travel, Transportation & Logistics, Automotive, Government and Energies & Utilities. HCL takes pride in its philosophy of ‘Employee First’ which empowers our 52,957 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 2.0 billion (Rs. 8974 crores), as on 31st December 2008. For more information, please visit [www.hcltech.com](http://www.hcltech.com)

#### **About HCL Enterprise**

HCL is a \$5 billion leading Global Technology and IT Enterprise that 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 spans Product Engineering, Custom & Package Applications, BPO, IT Infrastructure Services, IT Hardware, Systems Integration, and distribution of ICT products. The HCL team comprises over 58,000 professionals of diverse nationalities, who operate from 20 countries including 360 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 MJ Logistic Services Ltd.**

MJ, a premier 3<sup>rd</sup> party logistics service (3PL) provider manages over 1 million sq. ft of warehousing space at present, with the capability to provide integrated cold chain enabled logistics services across various sectors. The company manages over 5,000 vehicle transactions a month and has a strong presence in Delhi NCR, and operations in Haryana, Punjab, Himachal Pradesh, and Uttarakhand.

MJ is now setting up three state-of-the-art, multi user Logistics Centre across North India with a total area capacity of 1 million sq ft. The organisation prides itself in designing and executing innovative customer-centric supply chain solutions that address the logistical challenges and issues faced by the customers. MJ's hall mark has been its distinctive strategic benefits offered to customers like dry and cold logistics services under one roof, reduced cycle time, web based IT support, standardized environment, improved stock accuracy. This is combined with providing operational excellence like flexibility, scalability and access to local know-how.

**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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