HCLTech | Supercharging Progress™

Beyond **connectivity**

The next growth engine for Telco B2B

Enterprise clients aren't buying connectivity anymore. They're buying business outcomes; cloud, AI, security, workplace and platform-led services that accelerate digital transformation.

The question isn't how to sell more connectivity.

It's how to create new enterprise growth.

Today's Telco B2B reality

Revenue pressure → Rising complexity → Limited growth

Traditional growth models are reaching their limits.

Challenges

- Traditional connectivity revenues slowing
- High operating costs and margin pressure
- Legacy platforms and manual operations
- Limited participation in full-stack ICT enterprise opportunities
- Increasing demand for integrated digital solutions
- Growing GSI and hyperscaler share in next-gen enterprise connectivity

The result?

Many telecom providers struggle to compete for higher-value enterprise opportunities.

Accelerating the Telco-to-TechCo transformation

An HCLTech framework to transform connectivity providers into enterprise growth partners

Telco → TechCo

Optimize

Fix the economics. Transform the AI-led operations.

Move beyond cost reduction by transforming operations into intelligent, automated and predictive business functions.

Enhance

Expand beyond connectivity into solution-led selling.

Compete for more. Unlock higher-value enterprise opportunities.

Enterprise customers increasingly seek integrated digital solutions, not individual network services.

From No-Bid → Bid → Win

Grow

Scale new revenue streams. Joint go-to-market opportunities.

Accelerate platform-led growth through ecosystems and partnerships.

The future belongs to telecom providers that create value through platforms, ecosystems, marketplaces and integrated enterprise experiences rather than standalone products.

Focus areas

Optimize

- AI-led autonomous operations
- Zero-touch customer onboarding
- Faster service delivery
- Reduced network incidents through predictive operations
- Improved operational resilience

Enhance

- Cloud services
- Security services
- Next-gen digital connectivity: SD WAN/LAN, SASE, Edge, Private 5G, MPN
- Digital workplace
- Consulting and assessment services
- Expand professional service portfolio

Grow

- HCLTech innovation lab as a service
- Platform-led business models, e.g., Network as a service (NaaS), programmable networks, etc
- Marketplace ecosystems
- API-driven services
- Embedded professional services

Outcomes

Optimize

- Structural cost-to-serve reduction
- Enhanced customer experience (NPS)
- Stronger operational resilience. Faster time to revenue

Enhance

- Accelerated time-to-market for complex enterprise solutions
- Larger enterprise deal sizes and increased wallet share, driving higher revenue and improved deal margins
- Seamless transition of bespoke customer environments
- Scalable sales playbook for selling non-standard solutions

Grow

- Increased revenue share in existing customers and new markets with industry-led solutions
- Market and industry-specific solution offerings
- New revenue streams through Data and AI

Future-ready TechCo enterprises

From service provider to enterprise growth partner.

A transformed telecom organization that combines intelligent operations, expanded enterprise capabilities and platform-based business models to unlock sustainable growth.

This target-state aligns with the transformation journey from "current complexity" toward an evolved Telco/ TechCo model through Optimize, Enhance and Grow.

Ready to accelerate your TechCo B2B growth engine journey?

Partner with HCLTech to

1. Make your cost-to-serve market competitive
2. Modernize legacy tools and operating models to accelerate ROI and business outcomes
3. Increased profitability per opportunity
4. Increased market share and revenue growth

Explore the HCLTech Telco B2B Transformation Framework

Learn more