

Telcos adopt **Partnership Path** to Winning the Enterprise Market



The enterprise market is rapidly changing, with customers demanding integrated solutions that go beyond connectivity. To capitalize on new opportunities, Telcos must quickly bring agile, innovative and cost-efficient services to the market. Many find the best way to address the changing needs of enterprise customers is to build capabilities through collaboration with a strong partner.

A partnership with HCLTech provides a direct and proven path to success. Our full-spectrum information and communication technology (ICT) capabilities and managed services empower Telcos to expand service offerings, accelerate time-to-market, and satisfy the evolving needs of enterprise customers. As a Telco partner, we drive market share growth, increase profitability, and keep Telcos ahead of fast-moving technology trends — all while optimizing operations.

Cultural transformation

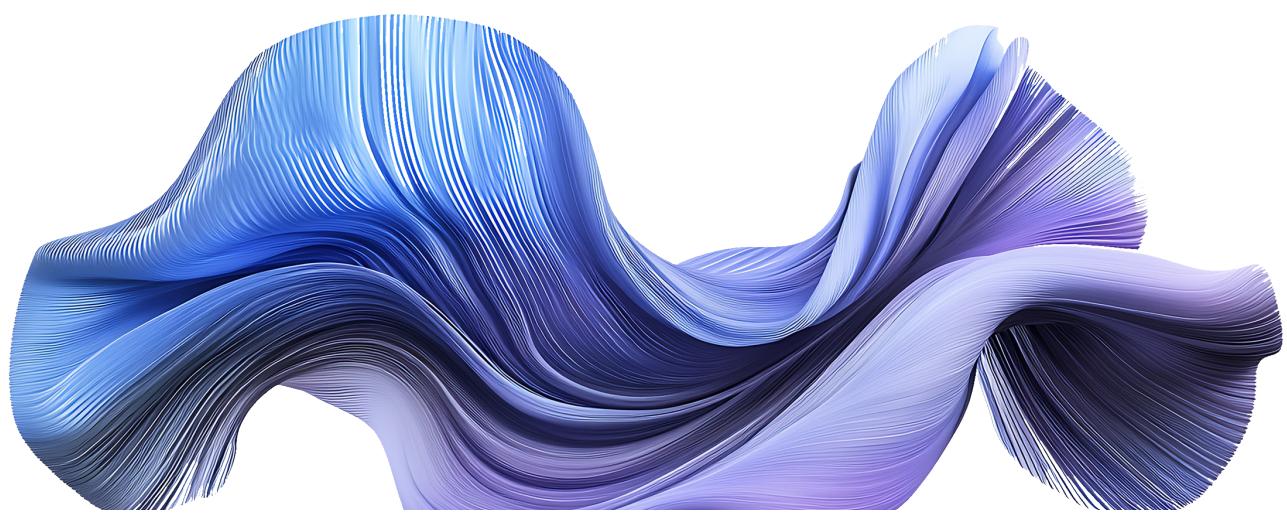
To drive growth in new B2B markets, Telco organizations must strategically upskill their workforce, adapt agile ways of working, shorten the time to market and maximize existing investments. This often requires change at all levels including culture, structure, processes, systems and people.

Converged competition

As Telecom- and IT- services converge, Telcos face growing competition from hyperscalers and global technology companies, who offer more advanced and customized end-to-end solutions. This shift is causing major network deals to bypass Telcos, highlighting the need for deeper and wider solution capabilities.

Decreased time-2-market

Integrated Telco/IT solutions evolve much faster than traditional Telco solutions and their exploitation time is significantly reduced. Telcos must accelerate innovation and transform the organization and processes to find a way to efficiently manage all elements of the faster product-life-cycle.



Catalyst Alliance partnerships drive Telco transformation and growth

As the Telecom industry transforms, Telcos face pressure to move beyond traditional services and enter high-growth markets with integrated IT and Telecom solutions. Enterprise customers demand agility, innovation and an exceptional experience delivered quickly and at scale. Meeting these demands while ensuring profitability and market leadership requires more than internal capabilities can provide. The true solution calls for a **Catalyst Alliance** with a strategic partner that can help to accelerate this journey.



HCLTech stands as the perfect partner, offering a comprehensive, future-ready approach to enable Telcos to thrive in new markets. Here's how we drive transformation and growth for your business:

Strategic market expansion:

Tailored solutions to capture new revenue.

Partnership models:

Different models of co-creation, co-sourcing and market collaboration to help build market-leading Telco and IT capabilities.

Faster time-to-market:

Proven models to accelerate service launches.

Elevated customer experience:

Seamless solutions that enhance loyalty.

Innovation at scale: AI, ML, automation for cutting-edge service.

Leadership in infrastructure: HCLTech is recognized as a leader by the analyst community across all six areas of infrastructure services, including network, cloud, security, and digital workplace.



Tailored Telco solutions:

Customized offerings for agility and growth.

Global reach, local expertise:

Swift market entry with local insights.

Operational efficiency:

Streamlined processes for enhanced scalability.

Capability building:

Empowering internal teams for sustainable growth.

Cost leadership: Leveraging global talent, automation and AI for cost leadership.

Co-innovation for differentiation: Joint innovation labs for market leadership.

A Catalyst Alliance with HCLTech enables Telcos to lead in today's fast-paced market by unlocking new revenue streams, accelerating service innovation, and elevating customer experiences. Together, we empower your business to seize new opportunities, grow profitably, and achieve sustainable leadership in the next-generation telecom landscape.

[Learn more](#)

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