

HCLTech

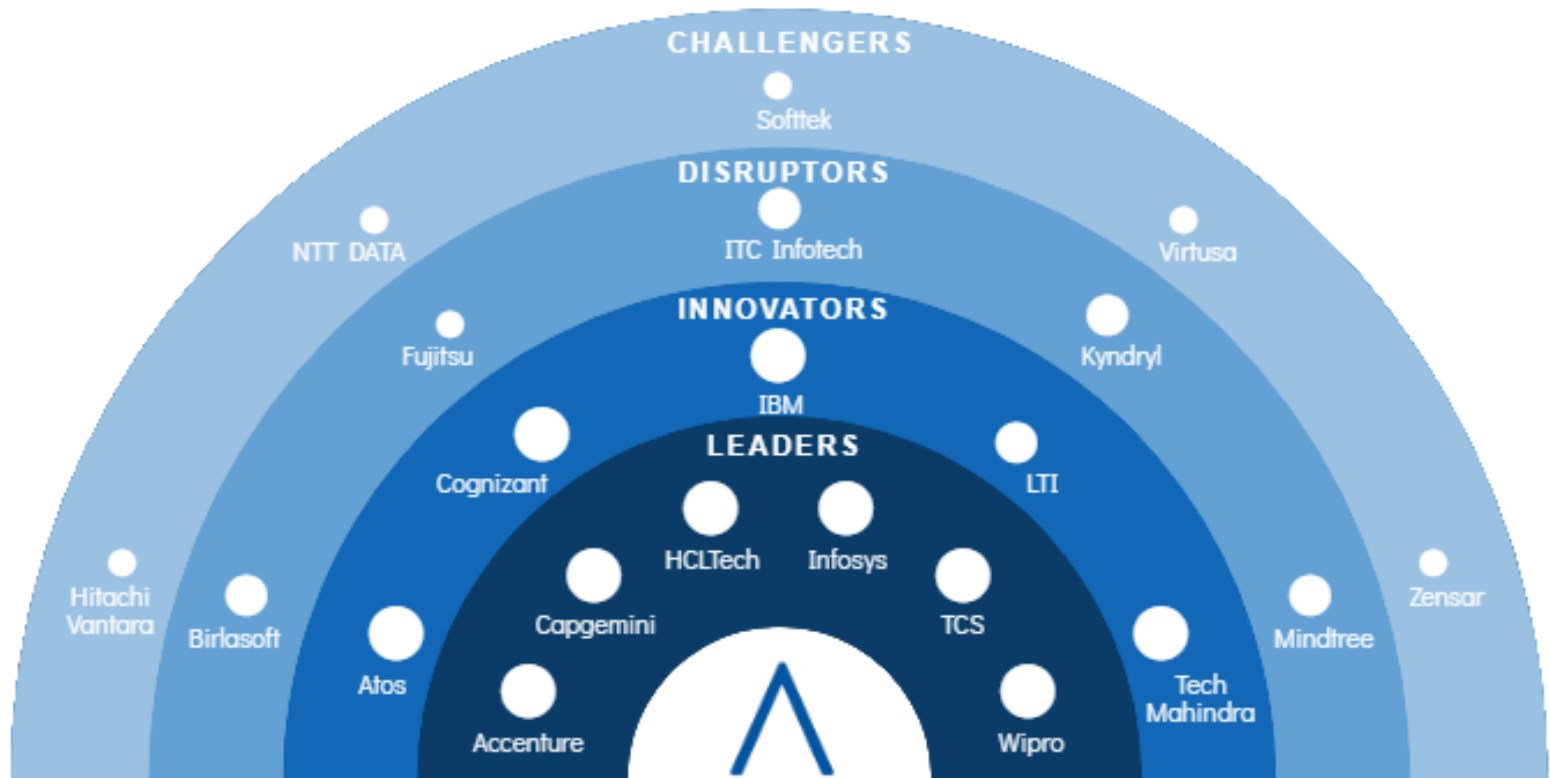
Manufacturing Digital Services 2022- 2023 RadarView™

Service Provider Profile

November 2022

Manufacturing Digital Services 2022–2023 RadarView

Practice maturity   



HCLTech: RadarView profile

HCLTech



Practice maturity ★★★★★

Investments & innovation ★★★★★

Partner ecosystem ★★★★★

Has expertise in the supply chain and manufacturing segments. Invests heavily in building digital solutions and driving business growth.

Practice overview

- Practice size: 87,000+
- Active clients: NA
- Delivery highlights: 215+ global delivery centers

~12.8%

YOY growth of revenue of manufacturing

35%

Digital revenue share in manufacturing

Industry-specific solutions/offerings

- | | |
|--------------------------------|--|
| Supply Chain NeXT | An IoT solution to provide smart manufacturing and track and trace services |
| Ez-MFG | An MES solution to build connected enterprise and enhance user experience |
| Computer Vision for Inspection | An image analytics and deep learning solution for automating quality assessment |
| Digital Control Tower | A digital supply chain solution for asset tracking and enabling real-time manufacturing insights |

Sample clients

- A tire manufacturer
- An airplane manufacturer
- A European cable manufacturer
- A car manufacturer
- An automotive company
- A US-based tool manufacturer
- An engine manufacturer

Partnerships/alliances

- | | |
|--|--|
|  <p>Leveraged its ThingWorx platform to deliver a connected enterprise solution</p> |  <p>Leveraged its Infinity platform to deliver industry solutions</p> |
|  <p>Used its Edgeline platform to deliver data analytics services</p> |  <p>Integrated shop floor systems and ERP to enhance manufacturing performance</p> |
|  <p>Partnered to deliver AI solutions in predictive modeling</p> |  <p>Leveraged its supply chain capabilities to deliver industry solutions</p> |
|  <p>Leveraged its services to transform the product life cycle</p> |  <p>Used its platform to deliver plant floor digitization services</p> |

Value chain coverage

- Product design & development
- Strategy & planning
- *Supply chain
- Manufacturing
- Distribution
- Warehousing
- Sales & marketing
- Aftermarket
- Customer engagement

*Supply chain includes procurement and logistics

Darker color indicates higher coverage through digital services ●●●●●

Case studies

Client	Capability	Summary	Business impact
A European cable manufacturer	<ul style="list-style-type: none"> Analytics Artificial intelligence (AI) 	<ul style="list-style-type: none"> The client had legacy manufacturing systems implemented across multiple sites globally. This reduced visibility across production activities and quality assurance. HCLTech implemented an AI/ML Smart Factory solution to digitize and integrate manufacturing processes, enabling access to shop floor equipment data for analysis. It improved manufacturing operations. 	<ul style="list-style-type: none"> Reduced lead time by 25% Generated savings of USD 2.2M Increased productivity by 20%
An automotive company	<ul style="list-style-type: none"> Blockchain 	<ul style="list-style-type: none"> The client wanted to enhance its product recall facility by keeping track of the source of all critical parts used in building a product. HCLTech developed a blockchain and cloud system to provide end-to-end traceability of assets coming into the supply chain. It enabled the client to retain and access the chain of custody and track and trace individual parts. 	<ul style="list-style-type: none"> Reduced interparty conflicts by 40% Enabled accurate product recall
A car manufacturer	<ul style="list-style-type: none"> AI Cloud 	<ul style="list-style-type: none"> The client wanted to increase production capacity and reduce inventory and time to market. It also wanted a system that could easily include additional car variants. HCLTech implemented an AI and cloud real-time supply chain tracking system that provided visibility across inventory management, packaging solutions, and material management. 	<ul style="list-style-type: none"> Optimized inventory by 30% Reduced cost of packaging by 15% Improved space utilization by 30%
An office automation company	<ul style="list-style-type: none"> Analytics Internet of Things (IoT) 	<ul style="list-style-type: none"> The client lacked visibility across operations and suppliers' inventory levels, which impacted sales volume. HCLTech built an IoT platform that provided a unified ecosystem to distributors, sellers, and customers. This enabled real-time visibility for the clients to make informed decisions about inventory management. 	<ul style="list-style-type: none"> Generated revenue of USD 1B in five years Increased savings of USD 100M in 15 months

HCLTech: RadarView profile

Analyst insights

Practice maturity



- Manufacturing is HCLTech's strongest vertical, accounting for 53% of its total revenue. It drives digital transformation for its clients, helping them achieve cost savings through automation, developing connected products, and building customized strategies by using Industry 4.0 capabilities.
- It leverages its portfolio of digital capabilities to deliver tangible business benefits to its clients. It deployed the Demand-Supply-Inventory tool for a chemical company to deliver savings of USD 3.5M and reduce logistics costs by USD 2M. For an aircraft manufacturer, it developed a business process management tool to automate procurement and manufacturing, saving USD 275M over five years.
- It has developed a 360-degree ESG framework that helps business organizations measure sustainability goals. The framework helps them drive ESG goals through solutions such as connected products and smart procurement.
- It is focused on developing digital offerings by leveraging technologies such as IoT, blockchain, and AI. It has developed CoTrust (which uses blockchain for logistics management), Supply Chain NeXT (which uses IoT for smart warehousing and container tracking), AR/VR Assisted Remote Field Services solution (used for quality assurance and reducing downtime), and Computer Vision for Inspection (which uses analytics for inspection).

Investments and innovation



- HCLTech has completed multiple acquisitions to strengthen its capabilities across industries, including manufacturing. In 2022, it announced the acquisition of Quest Informatics for its Industry 4.0 capabilities in the field of aftermarket. It also announced the acquisition of Sankalp Semiconductor, which will enhance its industrial IoT and semiconductor space capabilities.
- To conceptualize, design, and create digital solutions for clients across industries, including manufacturing, it has established more than 60 innovation labs and over 100 engineering labs. It has also partnered with more than 1,000 startups, eight VCs, and six academia partners to codevelop creative solutions through the eSTiP innovation program.

Partner ecosystem



- HCLTech has a robust ecosystem of technology partners to deliver digital solutions to its manufacturing clients. It has partnered with PTC for its ThingWorx platform for connected products, Rockwell Automation for integration of ERP and plant-floor control systems, Hewlett Packard Enterprise for enhancing visibility from the shop floor to the top floor, and Adobe for its Experience platform for enhancing customer engagement.
- It partners with niche companies to build industry solutions. It has partnered with Critical Manufacturing to develop end-to-end digitalization solutions for plant floor systems.

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