

HCLTech

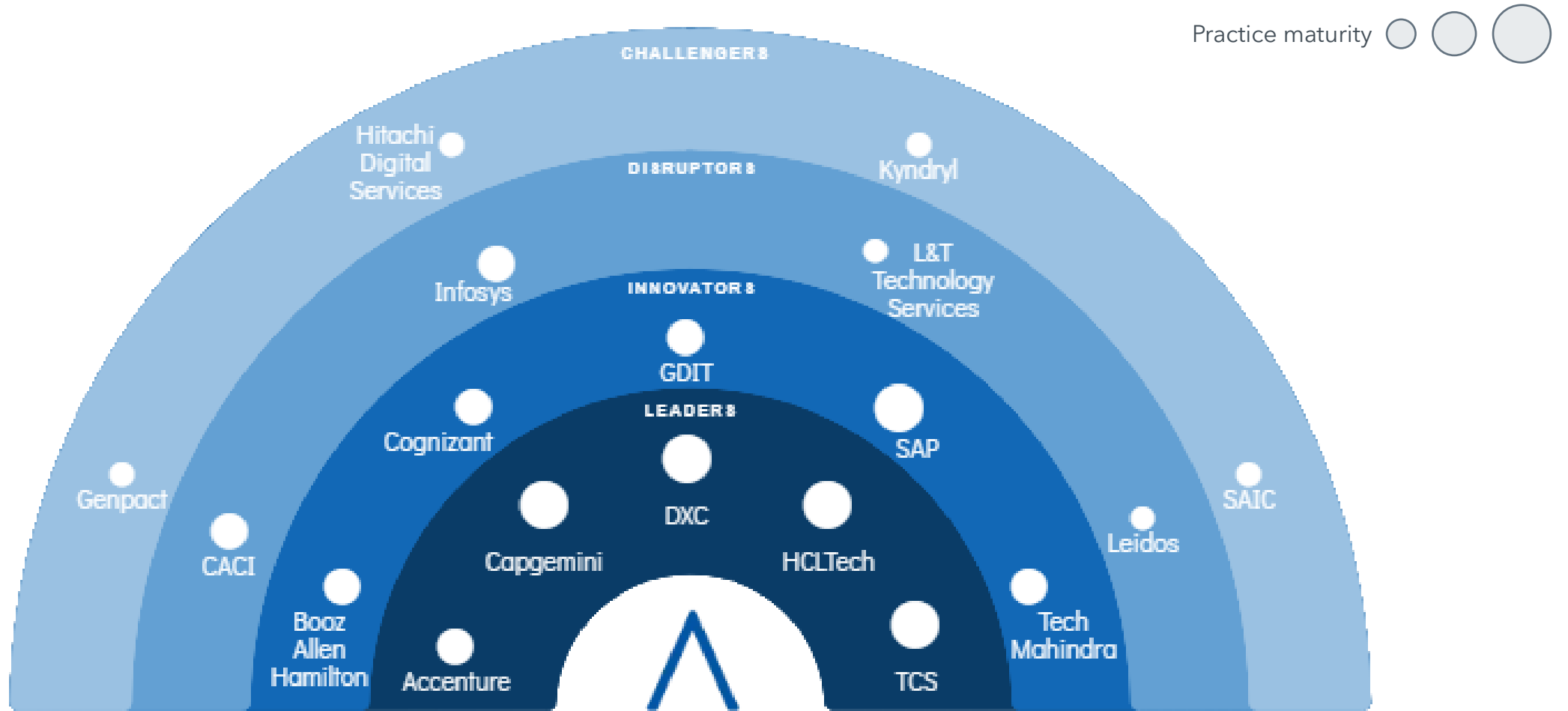
Aerospace and Defense
Digital Services 2024
RadarView™

Service Provider Profile

December 2024



Avasant recognizes 18 top-tier service providers supporting the Aerospace and Defense industry in digital transformation



Note: Please refer to Avasant's *Aerospace and Defense Digital Services 2024 Market Insights* for detailed insights on enterprises and demand-side trends.

HCLTech: RadarView profile

HCLTech



Practice overview

- Practice size: ~8,500
- Active clients: 30+
- Delivery highlights: 19 technology centers worldwide, including 7+ International Traffic in Arms Regulations (ITAR) delivery centers

\$500M-\$1B
Revenue from A&D industry, FY 2024

>15%
YOY revenue growth from A&D industry, FY 2024

Industry-specific solutions/offerings

1PLMCloud

A scalable, on-demand solution to upgrade CAD and product life cycle management (PLM) infrastructure

iPEO

An extension of SAP S/4HANA Manufacturing to drive operational excellence in the A&D sector

CoTrust Platform

A blockchain application platform that enables accelerated adoption of blockchain

Base90

A preconfigured template solution designed to accelerate the implementation of SAP S/4HANA

Sample clients

- A British multinational A&D company
- A US defense company
- An American A&D original equipment manufacturer (OEM)
- An American defense OEM
- A European aircraft commercial manufacturer
- An American global aerospace manufacturer

Practice maturity



Investments and innovation



Partner ecosystem



Delivers design and engineering solutions and digitizes A&D customers' business operations through its suite of SAP solutions.

Partnerships/alliances

Informatica	Used its enterprise cloud data management platform to deliver data management in the cloud
servicenow	Leveraged its platform to deliver near-zero-touch field service management
aws	Utilized its platform to provide enterprise cloud computing solutions
TIBCO	Leveraged its connected intelligence cloud to connect APIs and systems to devices and people

appian	Used its low-code development platform to enhance operational efficiency
SAP	Leveraged its solutions to deliver enterprise business transformation services to A&D customers
ptc	Utilized its IoT and connectivity platforms to deliver real-time visibility of processes
DASSAULT SYSTEMES	Used its PLM products to provide manufacturing execution systems to A&D customers

Value chain coverage



Darker color indicates higher industry concentration: ●●●●●

HCLTech: RadarView profile

Case studies

Client	Capability	Summary	Business impact
A US defense company	<ul style="list-style-type: none"> Analytics 	<ul style="list-style-type: none"> The client wanted a structured process management to improve and streamline customer experience. HCLTech delivered digital workplace services from its center located within the US Army base, implementing a robust and organized process management system. This system efficiently handled subsystems and leveraged analytics to enhance smooth integration services for the client's electronic badge systems. 	<ul style="list-style-type: none"> Enhanced customer experience across all US Military bases
An American defense OEM	<ul style="list-style-type: none"> Analytics Cloud 	<ul style="list-style-type: none"> The client wanted to resolve the challenges posed by disparate and disconnected manufacturing execution system (MES) and maintenance, repair, and overhaul (MRO) solutions. HCLTech implemented SAP S/4HANA, integrated with SAP Plant Engineering and Operations and SAP Manufacturing Integration and Intelligence solutions, to improve coordination between manufacturing and maintenance activities. It also deployed SAP iMRO/4 and SAP iSAM/4, leveraging analytics to streamline operations and enhance asset reliability. 	<ul style="list-style-type: none"> Integrated production and aftermarket operations Enhanced supply chain visibility
An American A&D OEM	<ul style="list-style-type: none"> Analytics 	<ul style="list-style-type: none"> The client wanted to modernize its legacy systems to improve overall performance. HCLTech implemented SAP S/4HANA digital core to streamline operations and improve analytics capabilities, leveraging PMMO (Project Management and Manufacturing Order), GPD (Global Production Development), and iMRO/4 solutions to deliver efficient project and production management. 	<ul style="list-style-type: none"> Improved turnaround time
A British multinational A&D company	<ul style="list-style-type: none"> Analytics 	<ul style="list-style-type: none"> The client wanted to address the lack of readiness to support model-based digital engineering throughout the Department of Defense (DoD) acquisitions life cycle. HCLTech delivered digital thread realization by defining the enterprise operating system and creating mappings for both semantic and functional domains. 	<ul style="list-style-type: none"> Delivered digital artifacts to DoD in accordance with its expectations for the model-based enterprise approach

HCLTech: RadarView profile

Analyst insights

Practice maturity



- HCLTech specializes in delivering International Traffic in Arms Regulations (ITAR)-compliant projects, serving 28 defense customers across the US. It has completed over 43 ITAR engagements through its certified development centers. Additionally, it has also invested USD 15.5M to establish local design centers in the US, employing more than 3,000 people.
- More than 50% of its A&D revenue share is from the commercial aerospace segment, delivering end-to-end services, such as product design, manufacturing, and MRO operations. It provides capabilities in delivering PLM, MES, and ERP services tailored to A&D requirements.
- It excels at delivering SAP-led enterprise business transformation services to its customers in the A&D sector. It utilizes tailored solutions such as Base90, which delivers S/4HANA preconfigured best practices, and iMRO, an MRO extension for S/4HANA, which delivers enterprise asset management.
- It drives digital innovation through its three generative AI labs located in Frisco, USA, London, UK, and Noida, India. It successfully implemented AI technologies for survival analysis, hazard protection, and predictive maintenance, helping an aircraft manufacturer reduce costs.

Investments and innovation



- HCLTech drives innovation in the A&D industry by participating in industry groups such as the World Economic Forum (WEF), The Open Group, the Cloud Native Computing Foundation, and the CloudFoundry Foundation. They leverage advanced technologies such as cloud computing, cybersecurity, and AI to develop cutting-edge solutions.
- It collaborates with universities such as the Sydney Quantum Academy to help accelerate the development of quantum technology's potential applications across multiple sectors, including defense.
- In 2022, it acquired Quest Informatics for cloud-enabled aftermarket ERP systems, field services management, and digital parts catalog product suites.

Partner ecosystem



- HCLTech collaborates with technology providers such as AWS and Microsoft Azure to scale its AI capabilities, offering generative AI services to its customers, including those in the A&D sector. It also partnered with Microsoft to create a dedicated lab and center of excellence to provide high-performance computing solutions.
- It partners with PTC to integrate augmented reality and IoT and with HPE for platform-as-a-service offerings to deliver streamlined, pre-packed, and ready-to-deploy configuration for its Real-time Manufacturing Insights (RMI) solution, enhanced with predictive and cognitive capabilities.

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