

## HCL & SAP launch EZ ERP, a unique out-of-box ERP pack for SMEs

*The solution comprises of SAP licenses, consulting and implementation services, associated hardware infrastructure & complete life-cycle services*

**New Delhi, January \_\_, 2007: HCL Technologies Ltd. (“HCL”)**, a leading global engineering, R&D, IT services, and business process outsourcing firm, with SAP, a leading player in enterprise software, today announced the launch of “EZ ERP”, an out-of-box, pre-packaged solution for the Small and Medium Enterprises. This unique package comes with 9 essential components including consulting & assessment, mySAP A1 License, hardware infrastructure, implementation services and lifecycle support services which ensure ease and affordability of SAP deployment for the SMEs.

The package offering assures a complete system support and maintenance covering not just individual application or hardware, but the entire IT set-up all bundled in one, at an attractive price point. Localization and pre-configured templates ensure faster ERP roll-out and lower implementation costs.

Designed and developed specifically for Small and Medium Chemical and Process industry vertical, the pre-configured EZ ERP pack is available at two defined price points - INR 79 Lakhs and INR 89 Lakhs, with flexibility to scale the pre-configured package up or down. Combined with hosting & tertiary services, this promises an easy path for SMEs looking at adoption of automation and best practices that an ERP brings, through a low-cost, out-of-the-box mechanism.

“Investments in an ERP solution are associated with high latent costs - time invested by top management/ promoters, hiring consultants, product evaluations, implementation over runs, business blueprinting costs, etc. Such hindrances and project over runs have been a major hurdle for many SMEs to adopt world class IT solutions. Sensing this need, HCL & SAP partnered to develop EZ ERP which enables enterprises to embrace a world class IT solution befitting both, the global best practices and the Indian operational model. We have further enriched this offering by associating with funding agencies to lower entry costs and provide easy financing for this initiative,” said, **Kiran Bhagwanani, VP, APAC and ME, HCL Technologies**.

Nagaraj Bhargava, Director, Marketing & Alliance, SAP India, said, “The Chemical Industry in India, which has a long and productive history, is now experiencing rapid growth and expansion, both domestically and globally. SAP is the solution provider of choice for the Indian Chemical Industry. Through this partnership, which combines the proven chemical industry specific solution and best business processes from SAP, with the domain - implementation experience of HCL, we look forward to delivering sustained value to mid-sized organizations in the chemical vertical.”

This innovative pre-packaged ERP solution will allow enterprises to automate their critical business processes effectively. It supports the essential functions of a company such as financial & cost accounting, purchasing & inventory management, production planning, plant maintenance, sales & distribution and quality management.

EZ ERP builds on HCL’s proposition of Integrated Services approach that combines Infrastructure services along with Packaged Application, associated services and required

hardware. The integrated offering provides a unique value proposition that assures business availability rather than individual application or hardware availability.

In addition to being a development partner and a VAR (Value Added Re-seller) for SAP, HCL's SAP practice comprises of over 1,800 employees making it one of the largest SAP Service providers in India. HCL's SAP capabilities have been recognized by SAP, HCL's partners and third party analysts including Gartner and Forrester. HCL has been awarded with the "Outstanding Partner Award" and bagged the "Best CRM Deal" Award for Bank Islam, Malaysia, presented by SAP. Our Netweaver implementation has been recognized as a Global NetWeaver showcase.

HCL has over 45 implementations in India and a 100% success rate in all SAP projects. With leading showcases such as Kalyani Brakes, Insilco, Prism cements & Crystal Phosphates, HCL's expertise in Chemical and Process industry has a successful and proven track record.

### About HCL Technologies

HCL Technologies is one of India's leading global IT Services companies, providing software-led IT solutions, remote infrastructure management services and BPO. Having made a foray into the global IT landscape in 1999 after its IPO, HCL Technologies focuses on Transformational Outsourcing, working with clients in areas that impact and re-define the core of their business. The company leverages an extensive global offshore infrastructure and its global network of offices in 16 countries to deliver solutions across select verticals including Financial Services, Retail & Consumer, Life Sciences Aerospace, Automotive, Semiconductors, Telecom and MPE (Media Publishing & Entertainment). For the quarter ending 31<sup>st</sup> December 2006, HCL Technologies, along with its subsidiaries had revenue (TTM) of US \$ 1.155 billion (Rs. 5220 crore) and employed 38,317 professionals. For more information, please visit [www.hcltech.com](http://www.hcltech.com)

### About HCL Enterprise

HCL Enterprise is a leading global technology and IT enterprise with annual revenues of US \$3.9 billion (Rs. 17,374 crores). The HCL Enterprise comprises two companies listed in India - HCL Technologies & HCL Infosystems. The 3-decade-old enterprise, founded in 1976, is India's original IT garage start-up. Its range of offerings span Product Engineering, Technology and Application Services, BPO, Infrastructure Services, IT Hardware, Systems Integration, and distribution of ICT products. The HCL team comprises over 43,000 professionals of diverse nationalities, who operate from 17 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)

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