



## **PRESS RELEASE**

### **HCL unveils strategic initiative to accelerate IoT adoption**

HCL and IBM to set up an Incubation Center to jointly develop IoT Solutions

**Noida, India, September 16, 2015:** HCL Technologies (HCL), a global IT services provider today announced that it is collaborating with IBM to jointly develop Internet of Things (IoT) solutions to help customers on their IoT journey.

Together, HCL and IBM will initially focus on specific verticals including Industrial & Manufacturing and Smart Facilities to co-develop innovative solutions around 'Connected Products and Operations' such as remote monitoring, smart Inventory Management, smart building & facilities management. The two companies will also set up an Incubation Center at Noida, India to develop these solutions for the chosen industries.

The collaboration combines HCL Technologies' rich heritage in Engineering R&D Services, global systems integration expertise supported with strong infrastructure services, along with IBM's strength in enterprise asset management, cloud and analytics. Through their joint efforts, the two companies will enable seamless integration of device, connectivity, data platform and analytics for organizations across the world to address some of the most complex enterprise and industrial IoT challenges.

"Building an extensive ecosystem around the Internet of Things is imperative to the success of all complex Internet of Things client solutions," said **Chris O'Connor, General Manager of Offerings, Internet of Things, IBM**. "Combining HCL's IoT design capabilities in hardware and platforms with IBM IoT Foundation platform will result in a capability that generates new value across every segment we are targeting."

"The intersection of employees, data and technology enabled intelligent machines is creating fundamental shifts in enterprise business models, leading to not only increased productivity and efficiency but also opening a plethora of new revenue opportunities for companies," said **Sukamal Banerjee, Executive Vice President, Engineering & R&D Services, and Head of IoT Business HCL Technologies**. "Our partnership with IBM will create new solutions and replicable use cases and POCs to enable accelerated adoption of IoT within and across industries."

HCL's Internet of Things (IoT) Business helps companies accelerate their journey towards IoT adoption and achieving significant efficiency from existing assets, new product and services offering for the market. HCL helps companies to Define, Build and Run their IoT technology and business roadmaps as a trusted long term partner.

### **About HCL Technologies**

HCL Technologies is a leading global IT services company working with clients in the areas that impact and redefine the core of their businesses. Since its emergence on global landscape after its IPO in 1999, HCL has focused on 'transformational outsourcing', underlined by innovation and value creation, offering an integrated portfolio of services including software-led IT solutions, remote infrastructure management, engineering and R&D services and Business services. HCL leverages its extensive global offshore infrastructure and network of offices in 31 countries to provide holistic, multi-service delivery in key industry verticals including Financial Services, Manufacturing, Consumer Services, Public Services and Healthcare & Life sciences. HCL's organizational beliefs of 'Employees First, Customers Second', 'Trust, Transparency and Flexibility', and 'Value Centricity' empower its 106,107 Ideapreneurs to create real value for customers by delivering a Relationship Beyond the Contract. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 6.0 billion, as on 30<sup>th</sup> June 2015 (on LTM basis). For more information, please visit [www.hcltech.com](http://www.hcltech.com).

### **HCL Forward-looking Statements**

Certain statements in this release are forward-looking statements, which involve a number of risks, uncertainties, assumptions and other factors that could cause actual results to differ materially from those in such forward-looking statements. All statements, other than statements of historical fact are statements that could be deemed forward looking statements, including but not limited to the statements containing the words 'planned', 'expects', 'believes', 'strategy', 'opportunity', 'anticipates', 'hopes' or other similar words. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding impact of pending regulatory proceedings, fluctuations in earnings, our ability to manage growth, intense competition in IT services, Business Process Outsourcing and consulting services including those factors which may affect our cost advantage, wage increases in India, customer acceptances of our services, products and fee structures, our ability to attract and retain highly skilled professionals, our ability to integrate acquired assets in a cost effective and timely manner, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, the success of our brand development efforts, liability for damages on our service contracts, the success of the companies /entities in which we have made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property, other risks, uncertainties and general economic conditions affecting our industry. There can be no assurance that the forward looking statements made herein will prove to be accurate, and issuance of such forward looking statements should not be regarded as a representation by the Company, or any other person, that the objective and plans of the Company will be achieved. All forward looking statements made herein are based on information presently available to the management of the Company and the Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

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