

## HCL Technologies Showcases End-to-End Product Design Services for Medical Devices

**Anaheim, CA – Medical Design & Manufacturing Conference West (Booth #327) – February 14, 2007:** The heavy investment and long payback periods required to develop medical devices have made it imperative for device manufacturers to outsource part or all of their design process to gain a competitive advantage. Today, at the Medical Design & Manufacturing (MD&M) Conference West, HCL Technologies Ltd. ("HCL"), India's leading global IT services company, showcased its breadth of medical device development services, including concept, design, manufacturing, certification and support, to help medical device manufacturers shorten product development lifecycle and introduce new products to the market faster.

"HCL is one of the few product development outsourcing vendors worldwide to offer fast and cost-effective Concept to Execution (C2E) solutions, which gives medical device manufacturers the flexibility to assign valuable resources where they need them the most," stated Pradeep Nair, Head, Global Life Sciences and Healthcare Practice. "With extensive, integrated product engineering expertise, HCL can add tremendous value to any specific stage of the medical device lifecycle."

Outsourcing the design and manufacturing of medical devices to India is also an effective way to reduce R&D investment costs. Frost & Sullivan reported the leading medical device manufacturers invested as much as 10-14 percent of revenues in R&D, compared to 6-7 percent by manufacturers who offshored their R&D work.

Moreover, when considering outsourcing to India, manufacturers are looking beyond traditional IT work for back-office applications and product support. Today, leading medical device manufacturers rely on HCL for advanced services, such as embedded software services, hardware and engineering services, as well as complex hardware design encompassing digital and analog electronics.

As an FDA-registered design house for end-to-end concurrent design and the development of medical devices and work across Class I, II and III medical devices and equipment, HCL also brings proven systems and processes that ensure 50–70 percent cost reduction on product development.

## HCL mitigates pain points for manufacturers and provides a variety of capabilities, including:

- End-to-End services: Concept, design, manufacturing, certification and support
- Hardware Engineering Services: Field-programmable gate arrays (FPGA) design, application-specific integrated circuit (ASIC) design and board & system design
- Embedded Software Skills: User interface, embedded graphic user interface (GUI) and man machine interface (MMI), Web applications and custom user interface design
- Medical Device Life Cycle: Product concept, requirements definitions, system architecture, product development/re-engineering, testing/certification, launch & field support and product sustenance & enhancements
- Validation and Verification Services
- Regulatory Compliance: HCL is ISO-13485 certified
- Extensive support during FDA validation

In addition, HCL has expertise in the areas of system engineering (including system architecture design, product risk management and risk of hazardous substances), design services (including identification and analysis,) and a US\$5 million state-of-the-art product testing and certification facility.

### **About HCL's Life Sciences & Healthcare Practice**

The Life Sciences & Healthcare practice at HCL delivers IT centric solutions across the pharmaceutical, medical device and hospital industries. The DNA of the practice lies in extension of this knowledge to provide focused IT services and solutions to the customers. HCL's investments have strong focus on regulatory compliance prescribed by the FDA's CFR, CEC, ISO, HIPAA and meeting technology paradigms surrounding HL7, DICOM, and others. HCL continues to invest in providing tested solutions in arenas such as Pharmacogenomics, medical devices and diagnostics, contract manufacturing, and hospital information systems. The Life Sciences & Healthcare team comprises 1200 people, including regulatory experts, bio technologists and pharmaceutical industry experts. HCL is already working with 9 of the top 15 leading global pharmaceutical companies including Novartis, Aventis etc.

### **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, Hi-tech and Manufacturing, Telecom and, Media and Entertainment. HCL Technologies, along with its subsidiaries had revenue of US \$331.1 million (Rs. 1465 crore) for the three month period ending 31<sup>st</sup> December 2006, and employed 36,452 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)

**Forward Looking Statements**

Certain statements in this release are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, 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, 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 and general economic conditions affecting our industry. 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.

Other product or service names mentioned herein are the trademarks of their respective owners.

**For details contact:**

<b>HCL Technologies</b>	<b>Citigate Cunningham</b>
Meena Vaidyanathan Phone: +91 981 866 5523 e-mail: meenav@hcl.in	Sandy Dawkins Phone: +1 617 374 4243 e-mail: sdawkins@citigatecunningham.com