

**HCL**

# Growth partnership for a self-care centric lifestyle

Innovation | Acceleration | Growth



**Digital engineering capabilities**

# A legacy of pioneering technology innovation

Over four decades and into the next

## Founded as one of the original **tech startups**

as eight entrepreneurs break the status quo, believing in the potential of computing to transform the decades to come

**1976**

## HCL's indigenously designed **8-bit computer**

hits the market, 3 years ahead of the first IBM PC democratizing personal and commercial computing in India

**1978**

## HCL's Magnum is the **world's first**

UNIX-based 32-bit multi-processor, launched ahead of HP & Sun. Every second Indian household with a computer now owns an HCL machine

**1989**

## Harvard Business School **recognizes**

HCL's ground-breaking management philosophy and how it enabled rapid growth through the recession, crossing \$1 B in revenue

**2007**

## HCL improves its ability for **transformative**

long-term, high value projects with the record acquisition of high end Enterprise Applications Consultancy services firm - AXON

**2008**

## HCL opens its first **co-innovation**

lab with a leading Financial Services giant, in London, to accelerate Fintech solutions

**2014**

## HCL pioneers remote **infrastructure**

management, starting with the digitization deal of Asia's then largest stock exchange, today managing 1 B transactions a day

**1993**

## HCL enters the **software**

services space with HCL Technologies - the youngest among heritage Indian IT providers

**1997**

## HCL re-enters into the **products**

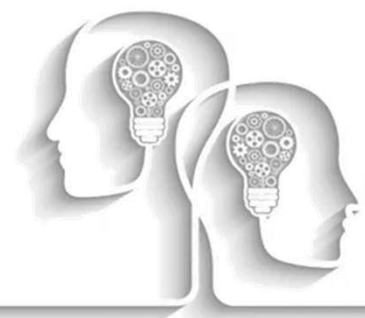
sphere, with the acquisition of iconic IBM software brands enabling us to become the fastest to reach \$1 B in products revenue

**2018**

## HCL expands its business **ecosystem**

with dedicated Google Cloud & Microsoft business units joining 10+ inorganic acquisitions to better serve clients, and accelerate their digital journeys

**2020**



# Best-in-class momentum

**\$9.95B**  
Revenue

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**153K**  
ideapreneurs

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**158**  
Nationalities

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**50**  
Countries

www.hcltech.com

## Best-in-class momentum



**Best-in-class client satisfaction scores**

Client Experience Index of 71.3



**The fastest growing large technology company**  
Globally over the past four years



# Integrated portfolio

of industry-leading services and products across three business segments

**IT & Business Services**

A comprehensive suite of end-to-end digital offerings to address the traditional & transformational needs of large enterprises

**12.7%**  
YoY Growth

**US\$ 7.1B**  
Revenue

**100+**  
Leadership analyst recognitions

**25+**  
Innovation Labs worldwide

**Engineering and R&D Services**

Accelerating product development by leveraging the latest technologies, monetizing product services and providing immersive end-user experiences

**#1** Broad-based engineering services provider, Everest Group Engineering Services Top 50™, 2020 and #3 in overall

**US\$ 1.7B**  
Revenue

**\$ 50B**  
Product revenue enabled for our clients

**80+**  
Engineering Labs worldwide

**Products and Platforms**

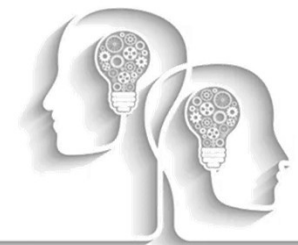
Offerings that represent our future vision to create innovative IP by leveraging an ecosystem model through partnerships, carve-outs and co-innovation programs

**1400** enhancements  
Leading to 20% increase in client satisfaction scores

**US\$ 1.1B**  
Revenue

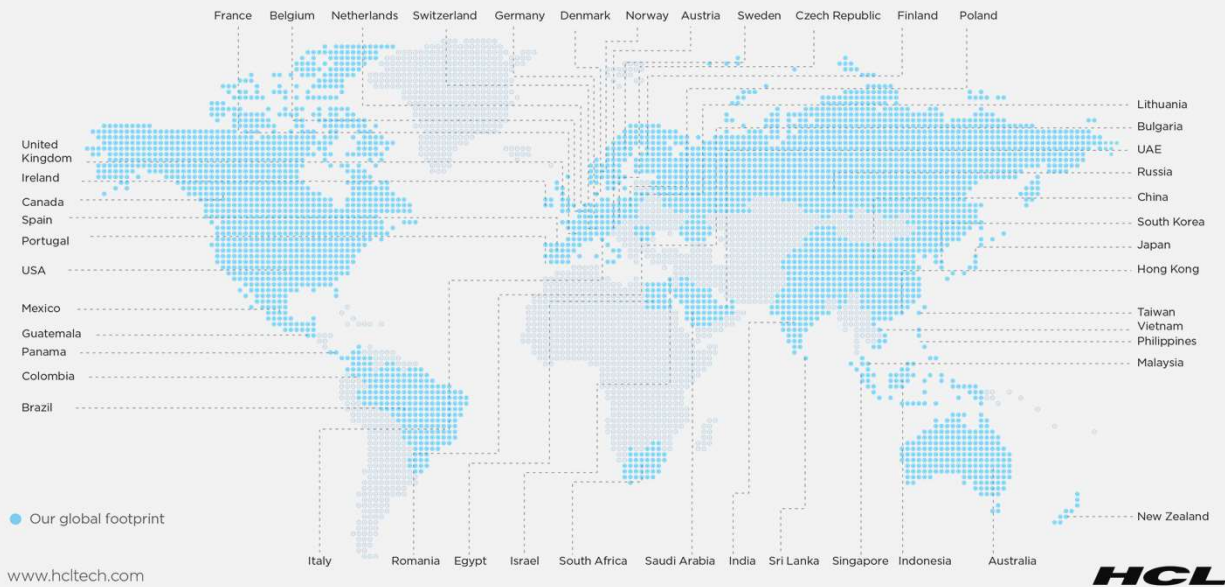
**450+**  
Product releases delivered

**15**  
Major product releases



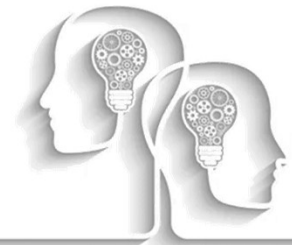
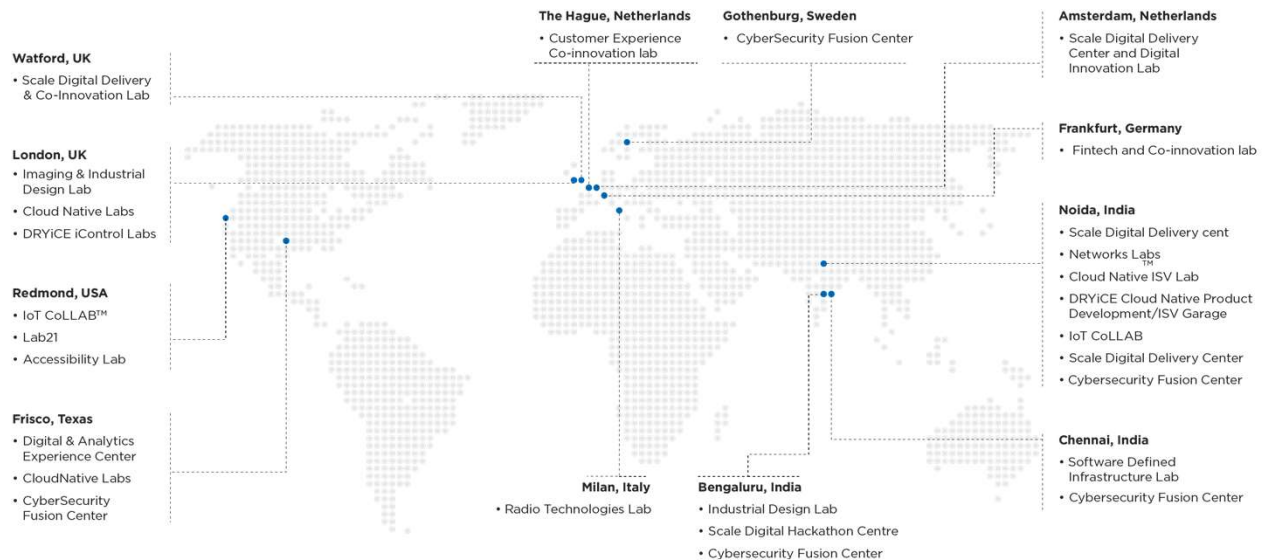
# 50 countries, 158 nationalities, OneHCL

Over 225 delivery centers and 58 innovation labs across the world



## A network of next-generation labs

To co-innovate with clients



# Enterprises are struggling to bridge the gap between digital strategy and execution



Organizations have a formal digital strategy



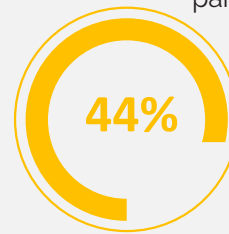
Organizations lack visibility in the existing business processes



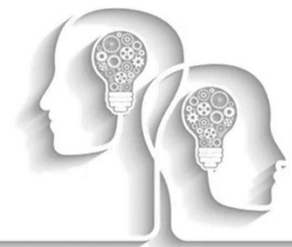
Organizations outsource the implementation of digital strategies to partners in the eco-system



Organizations invest in granular seed technologies such as API's AI, microservices and low code



Organizations feel that lack of internal skills is the biggest barrier in achieving digital transformation

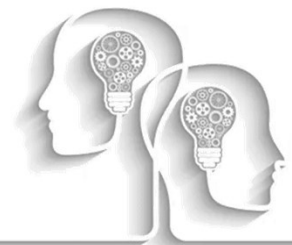
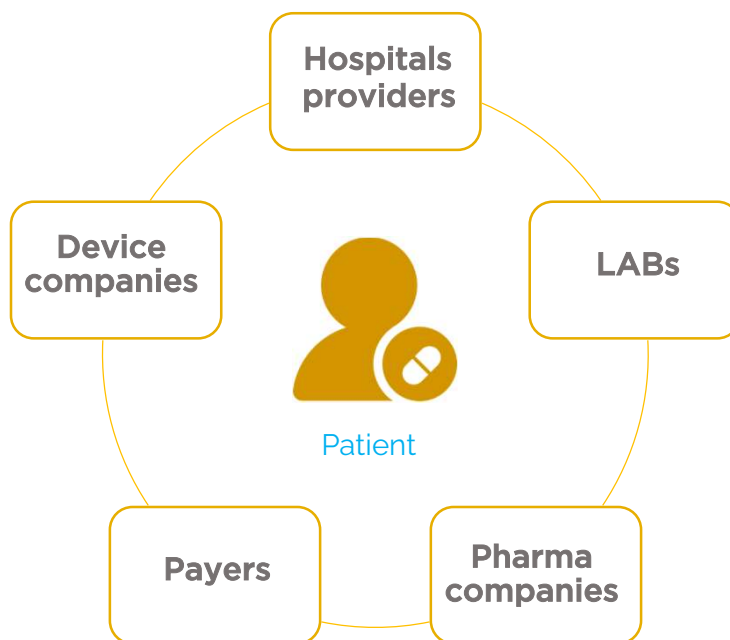


# HCL's Mode 1-2-3 strategy

Building enterprises for the digital age



## Digital shifts : From patient centricity to engagement



Convenient care

Disease prediction and avoidance

Continuous interventions

Data & AI primacy

Data sharing ecosystem



Provider / payer-centric care

Continuous monitoring using connected devices

Patient initiated admissions

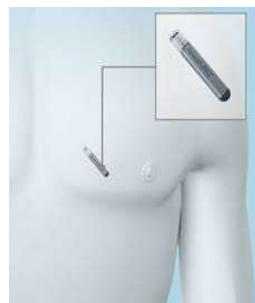
Device primacy

Data ownership

## HCL digital solutions - new adjacencies and business models



DIABETES AI INSIGHTS



MONITOR HEARTBEAT



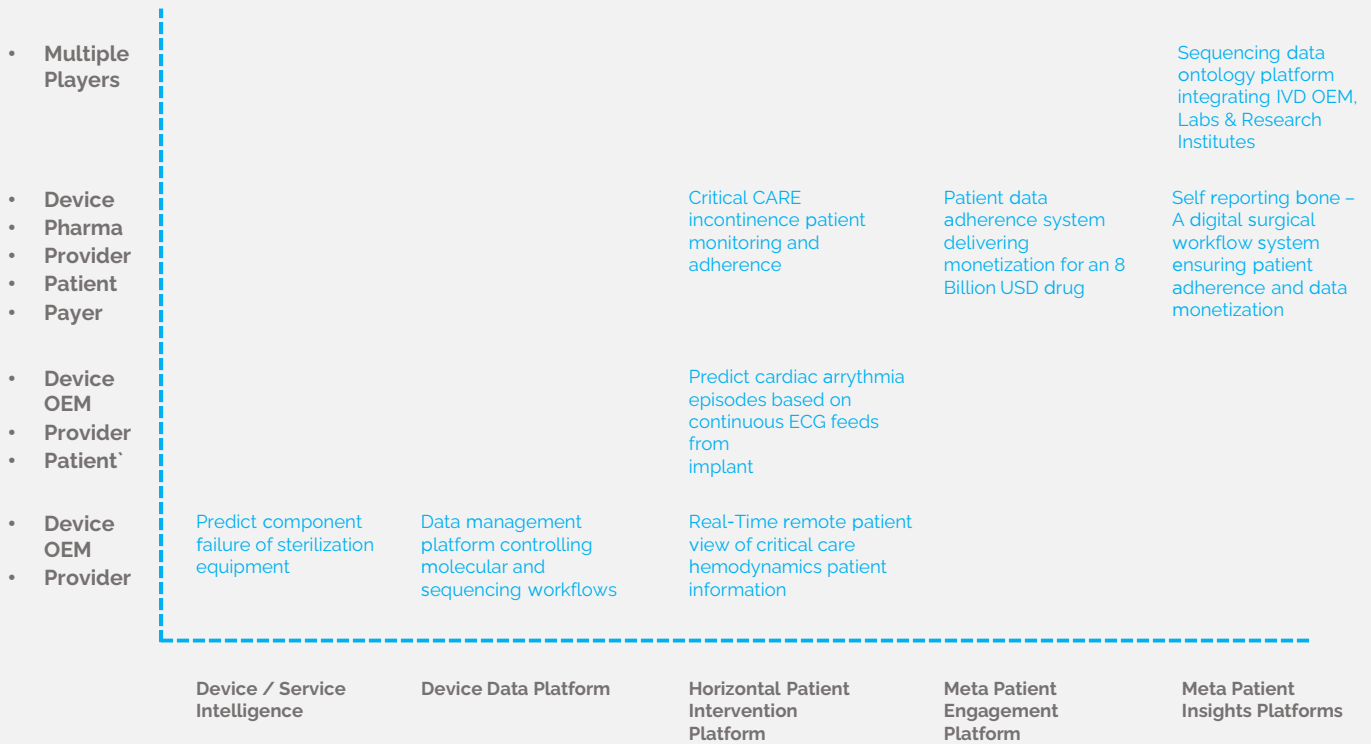
AMBULATORY CARE



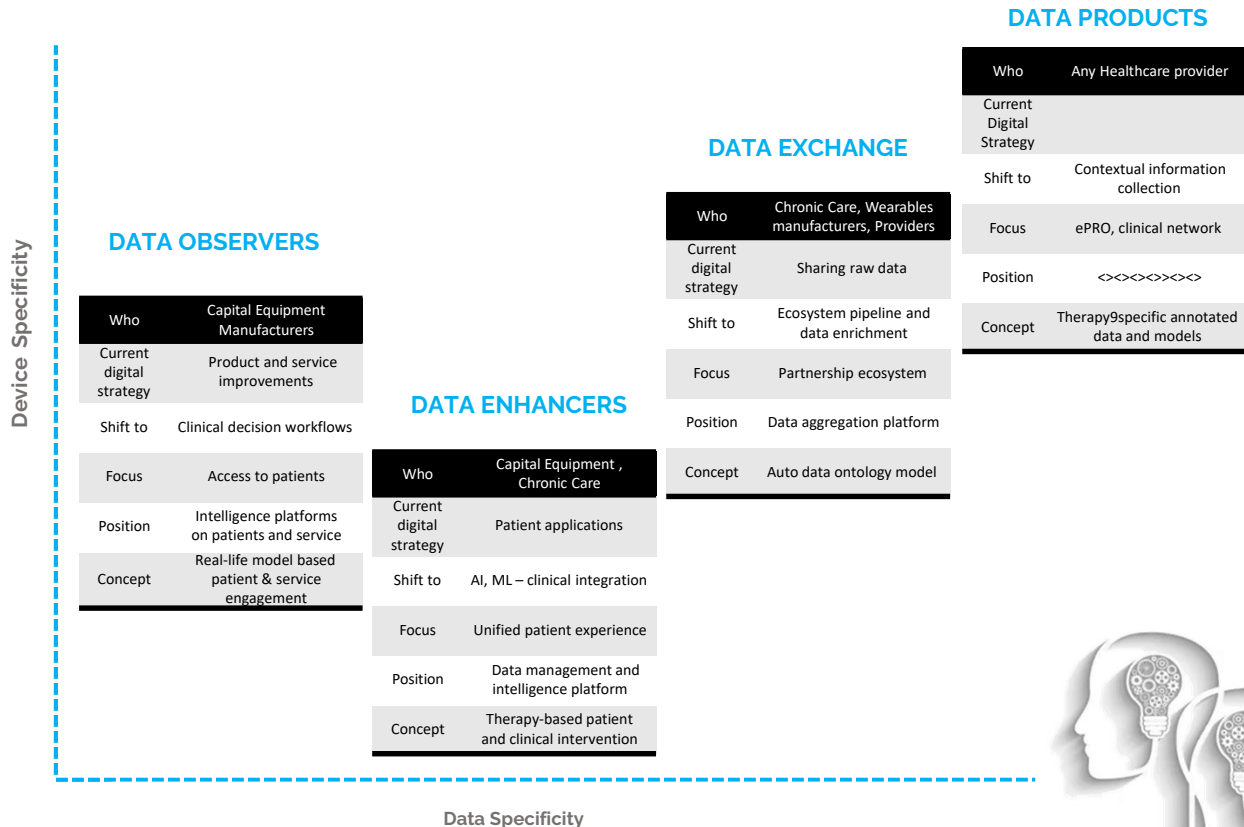
DIGITAL SURGERY



# HCL current portfolio



## Data platforms - Landscape





# World's largest diagnostics company

Monetize largest database of clinical lab results



## Business challenge:

- Recruitment of patients/members
- Visibility to patient prescription and medical history
- Identification of eligible patients
- Patient matching to local study sites and related provider data
- Track patient consent/enrollment
- Enable home-based diagnostics
- Provide web/mobile experience
- Reduce call center dependency

## Solutions:

- Web design and mobile app for member and cater sign-up
- Appointment scheduling with guided experience and call center back-up procedures
- Framework for data processing to load data into Big Data lake
- Rule-driven inclusion, exclusion and data standardization
- Securing channel access



## Impact:

- Electronic patient opt-in to receive pre-screen trial info
- Combine patient entered medical history with integration to Rx/HealthVerity data
- Ranking and weighted selection
- Single view of patient-provider details with cleansed data
- 1m patients in the initial phase with the capability to scale to 24m
- Future releases will include integration of genomic and pathology data

FOR MORE INFORMATION, PLEASE CONTACT

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HCL Technologies (HCL) empowers global enterprises with technology for the next decade today. HCL's Mode 1-2-3 strategy, through its deep-domain industry expertise, customer-centricity and entrepreneurial culture of ideapreneurship™ enables businesses to transform into next-gen enterprises.

HCL offers its services and products through three lines of business - IT and Business Services (ITBS), Engineering and R&D Services (ERS), and Products & Platforms (P&P). ITBS enables global enterprises to transform their businesses through offerings in areas of Applications, Infrastructure, Digital Process Operations, and next generation digital transformation solutions. ERS offers engineering services and solutions in all aspects of product development and platform engineering while under P&P. HCL provides modernized software products to global clients for their technology and industry specific requirements. Through its cutting-edge co-innovation labs, global delivery capabilities, and broad global network, HCL delivers holistic services in various industry verticals, categorized under Financial Services, Manufacturing, Technology & Services, Telecom & Media, Retail & CPG, Life Sciences, and Healthcare and Public Services.



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As a leading global technology company, HCL takes pride in its diversity, social responsibility, sustainability, and education initiatives. As of 12 months ending on December 31, 2021, HCL has a consolidated revenue of US\$ 11.18 billion and its 197,777 ideapreneurs operate out of 52 countries. For more information, visit [www.hcltech.com](http://www.hcltech.com)