

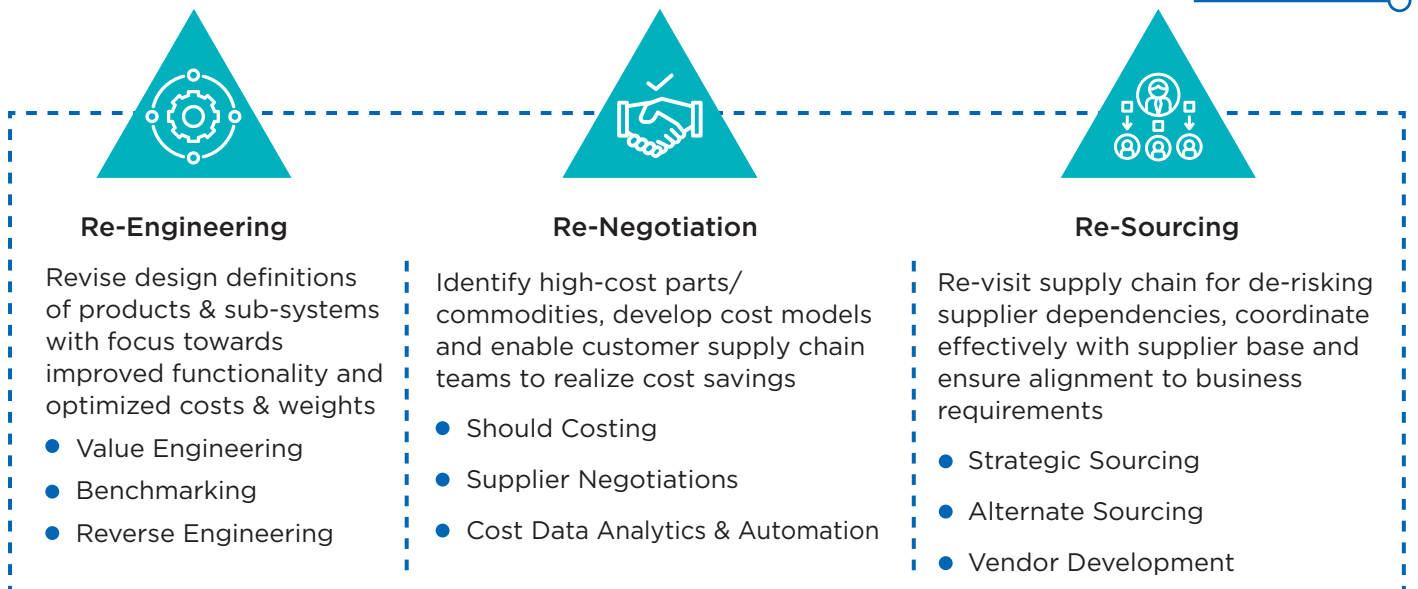
Aero Product Cost Management

Comprehensive cost optimization solutions to maximize profitability and improve supply chain collaboration



The aviation industry is experiencing an unprecedented crisis as travel restrictions, production stoppages, and supply chain disturbances have impacted critical business operations leading to a prolonged period of uncertainty. Industry participants globally are burdened with cash flow and liquidity challenges, debt obligations forcing governments to unleash stimulus packages to help with their survival and recovery. Incumbents preparing for the new normal must identify alternate sourcing locations, rethink their supply chain strategy, and focus on lowering costs to build rigid businesses that can overcome future disruptions.

HCL's Product Cost Management Approach

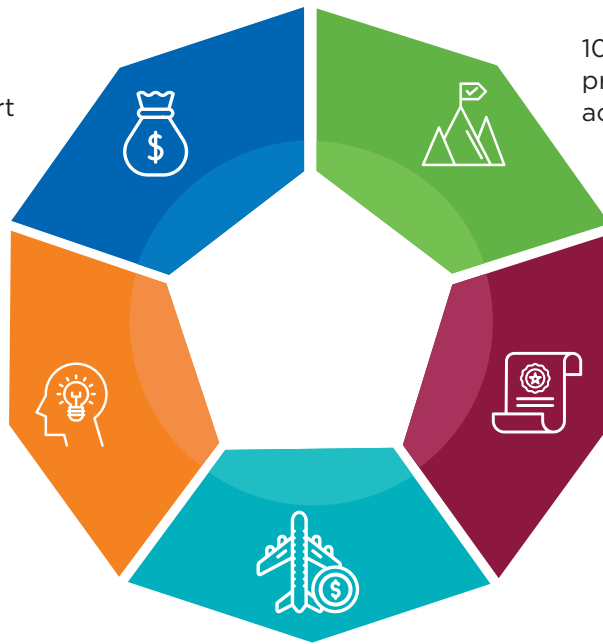


Key Differentiators

HCL-owned costing tools powered by global cost database and state-of-the-art teardown & benchmarking labs, and testing facilities

10+ years of experience in aero product cost management across aircraft sub-systems

Expertise in diverse materials like steel, titanium, inconel and over 50 commodities including fabrications, composites, and thin-walled castings



300+ certified engineers with cross-industry experience in aero, industrial manufacturing, auto, medical, and others

Extensive should costing experience in aero-domain scenarios that warrant specific methods such as bottom-up costing, feature-based costing, and repair costing

Success Stories



Leading aero-engine manufacturer

- Should costing services to customer supply chain, engineering, and aftermarket teams
- **Over US\$ 50Mn** savings realized by customer till date



Major aerospace OEM

- Identified over 20 vendors for about 15 parts & provided consolidated vendor list for each commodity as a ready reckoner to the customer
- Identified **over 10% cost savings**



Prime aero tier-1 supplier

- Cost improvement of aircraft vent valve
- Value analysis and should costing to identify over **30% cost savings**

HCL

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.

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, 2019, HCL has a consolidated revenue of US\$ 9.7 billion and its 149,173 ideapreneurs operate out of 45 countries. For more information, visit www.hcltech.com



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