



# **Application Portfolio Optimization Services for Manufacturing Industry**

---



As an Industry driven by volatile demand and impulsive challenges the manufacturing organizations should be agile and adept to the ever changing rules of the game. Globally, the **manufacturing industry** industry has experienced a fundamental change in terms of:

Industry Scenario	IT Implications
An inevitable de-growth from the onset of the economic crises	Need for massive restructuring
A robust growth post the economic crises	With growth grows change and scale
Consolidation through M&As	A new array of disparate systems
Move towards an open architecture	SOA-enabled services
Growing regulatory and security claws	Increasing bolt on applications for reporting

Adapting to these **manufacturing industry** dynamics also holds the challenge of managing a wide array disparate processes of disparate processes and diverse set of **legacy applications** that have grown along, in alignment with the changing needs of the business. Services are offered and terminated; processes are initiated, aligned, modified and re- aligned in concurrence to the business objectives technology architecture turning the into a maze which coagulates the ability to achieve efficiencies.

## The CIO Dilemma

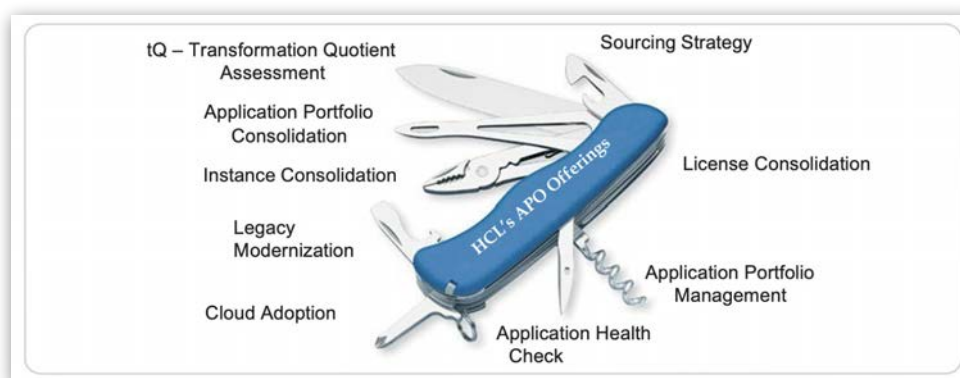
IT Scenario	CIO Challenge
Shadow IT creating data integrity and regulatory compliance problems. Costs spanning out of control	Total IT spend and IT assets undeterminable
Investing in IT without considering long-term strategies and business value derived	Not actively managing applications portfolio
Poor user experience. Poor responsiveness	Performance issues
Unaddressed functionality gaps. IT viewed as cost center	Inadequately supporting business
Lack of documentation. Too much adhocism	Minimal software eng. process capability
Flooded with different applications addressing same business functions	Multiple (duplicated) systems driven by inorganic growth
Integration and license costs are above acceptable limits	Globally dispersed organization supporting multiple disparate systems
Not able to satisfy internal and external customer needs	Clogged with legacy systems





Addressing the CIO Dilemma, HCL partners with you to develop the insight and dexterity required to assess, optimize, and capitalize your IT portfolio, transforming your IT liabilities into value-based assets. HCL's Application Portfolio Optimization (APO) service focuses on helping the **manufacturing industry** clients in creating a technology landscape that aids business performance and helps realize the expected ROI from your IT investments.

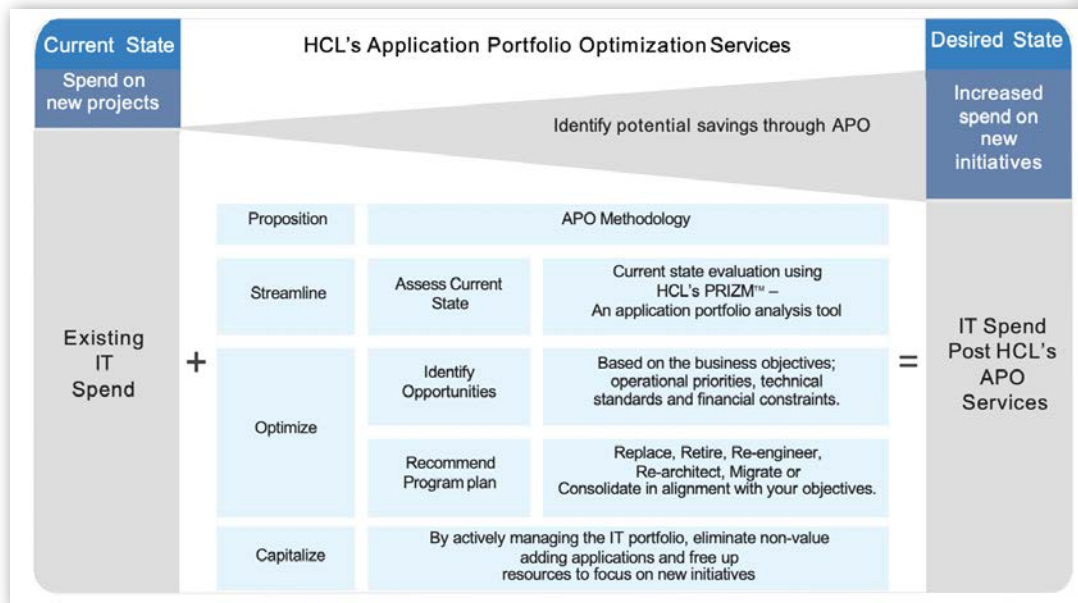
## APO Service Spectrum



## HCL's APO Methodology

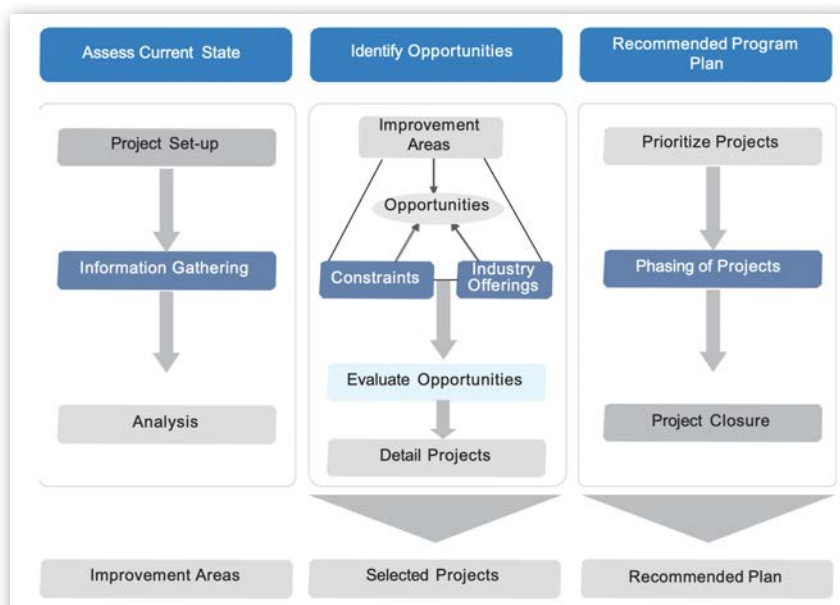
HCL offers a proven ROI-based APO methodology designed to alleviate the central issues of cost reduction, IT complexity and technology agility by providing better visibility into the existing landscape. The methodology involves generating an action-oriented view of your IT application portfolio and then leverages this view to make application-specific recommendations (such as replace, retire, re-engineer, re-architect, enhance, migrate or consolidate) to achieve an optimized application portfolio. HCL uses its proprietary PRIZM™ tool to accelerate the portfolio assessment process.





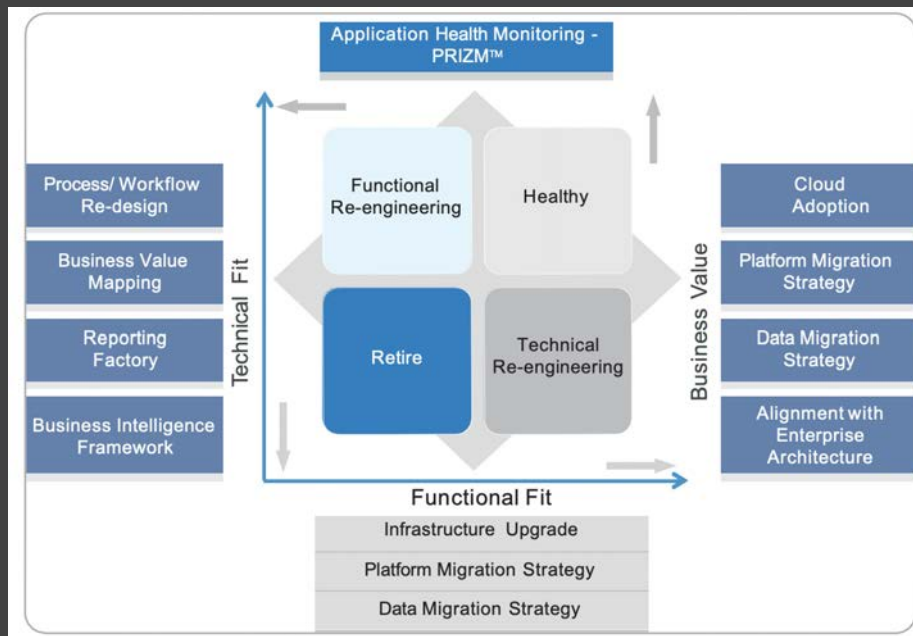
## Application Portfolio Optimization Roadmap

HCL's APO approach is a set of processes, templates, questionnaires and tools that help assess and analyze **legacy applications** portfolio. It helps understand and pin point areas that need attention to meet the business goals and objectives. Based on identified initiatives, it helps the customer develop a long-term plan to optimize and align applications with business needs. HCL consultants first develop a complete understanding of the current environment within an organization using a multi-dimensional analysis. Once the "as-is" state is ascertained, the team analyses the various business processes and maps the IT applications to these business processes.





HCL's APO is a technology refresh framework which works on the fundamental parameters that define application health. There are approximately 64 parameters which define application health. These parameters can form multiple combinations leading to different decisions on applications such as technology migration, application retirement, application enhancement decision, and outsourcing readiness. The team evaluates the functional, technical and managerial quality of the applications and performs a health check with multiple improvement indicators.



## The recommendations focus on:

- Optimizing applications by identifying underutilized, redundant and obsolete application
- Decommissioning approach for the unused application running in the production environment
- Reducing maintenance and development life cycle costs and improving technology investment decisions
- Enabling the dedicate more resources to activities in line with business goals
- Identify best sourcing options based on application characteristics.



Underlying enabler - PRIZM™ is HCL's proprietary portfolio optimization tool for carrying out portfolio assessments and continuous health monitoring. It plays a very significant role in bringing down the duration of the information collection process as it has a web-based information collection interface. It also has an inbuilt analysis module which apart from portfolio analysis from functional and technical dimensions, also consists of complex financial models for TCO and ROI analysis to help customers in developing consolidation roadmaps. PRIZM™ is equipped with business process frameworks tailored to manufacturing and provides an end-to-end view of your IT landscape.

### Key Benefits Delivered

- ▼ IT aligned to business strategy
- ▼ As-is' IT landscape snapshot. Visibility into existing landscape, technology and cost spread
- ▼ A lean and well integrated applications portfolio
  - ▼ Assessment report on application/ portfolio quality. A factsheet for delivering plan and frame directions to craft strategies for future actions/ course of your IT organization
- ▼ Reducing Total Cost of Ownership through the removal of redundancy and duplicity
- ▼ Ability to identify risks and develop mitigation plans
- ▼ Increased flexibility to redefine the architecture in liaison with business demands
- ▼ Uniform service levels and effective governance processes
- ▼ Reduce maintenance and development life cycle costs and improve technology investment decisions
- ▼ Opportunity to identify avenues and capitalize on under-utilized infrastructure
- ▼ Addressing other application-related challenges such as scalability, technology obsolescence, and performance issues

### HCL Differentiators

Guaranteed savings of 20-30% on the existing spend over a 3-4 year roadmap

A proven structured methodology assisted with the proprietary statistical tools

Domain- focused solutions to align recommendations with the business landscape

Deployment of HCL's proprietary APM tool - Prizm™ - a web-based application to automate the APO process

Industry recognized (IDC, ARC VIEW) practice with experience of catering to 100+ clients globally including Fortune 1000 firms on similar APO engagements

Guaranteed savings of 20-30% on the existing spend over a 3-4 year roadmap

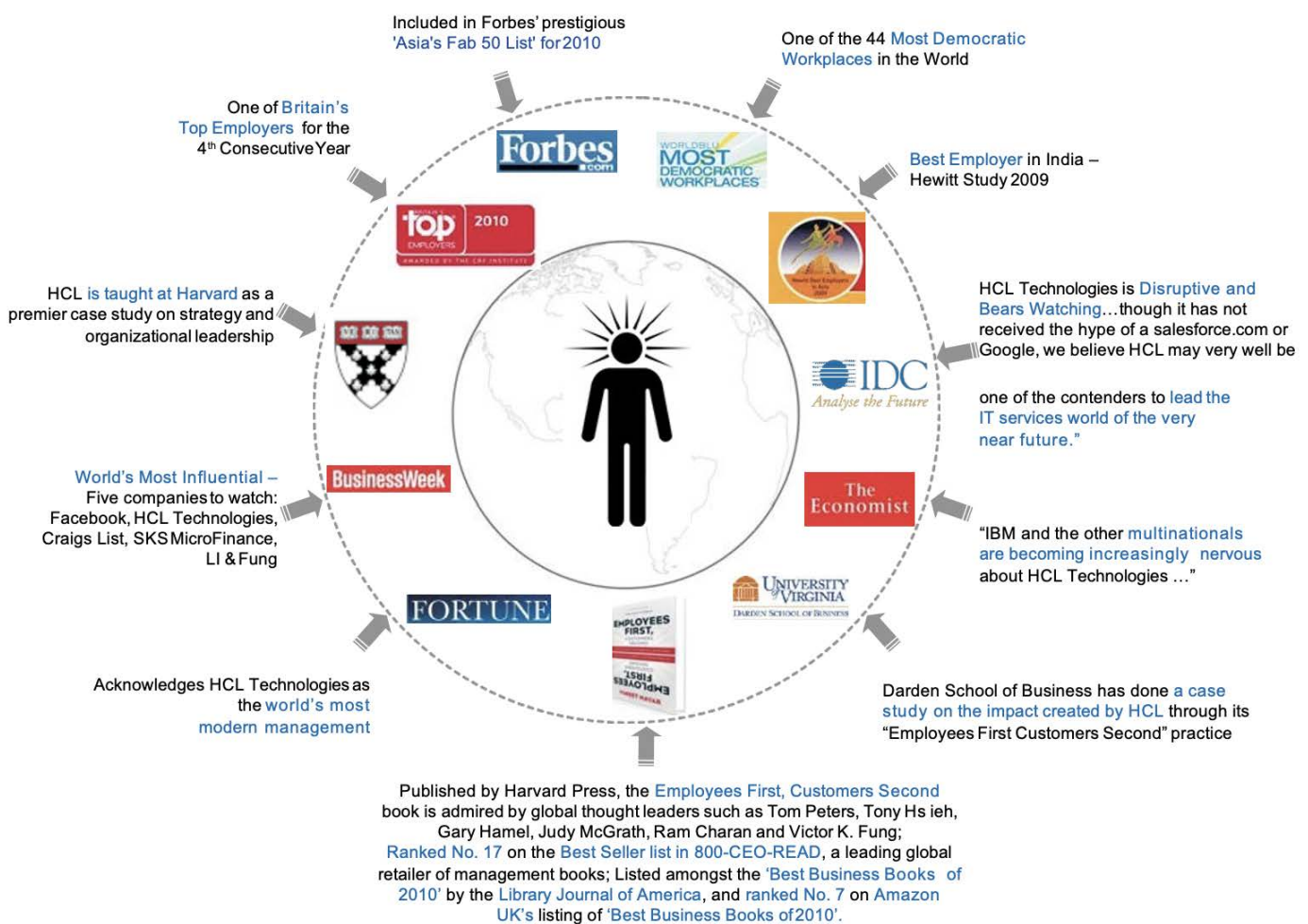
Supported by over 40+ with APO consultants enriched experience catering to Manufacturing industry



## Case Studies

A leading security solutions organization, transformed its IT landscape through HCL's APO. HCL identified redundant and obsolete assets which resulted in the reduction of IT spend by over 25% in identified clusters and reduction of **legacy application** footprint by over 45%. One of the world's leading global supplier of innovative satellite-based broadband VSAT, broadcast and defense, communication network solutions identified the functional redundancies and network performance and availability improvement in its application portfolio through HCL's APO services and realized, 25% reduction in application portfolio and an 20% increase in revenue realization.

### Globally Admired





[www.hcltech.com](http://www.hcltech.com)

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 March 31, 2020, HCL has a consolidated revenue of US\$ 9.94 billion and its 150,000+ ideapreneurs operate out of 46 countries. For more information, visit [www.hcltech.com](http://www.hcltech.com)