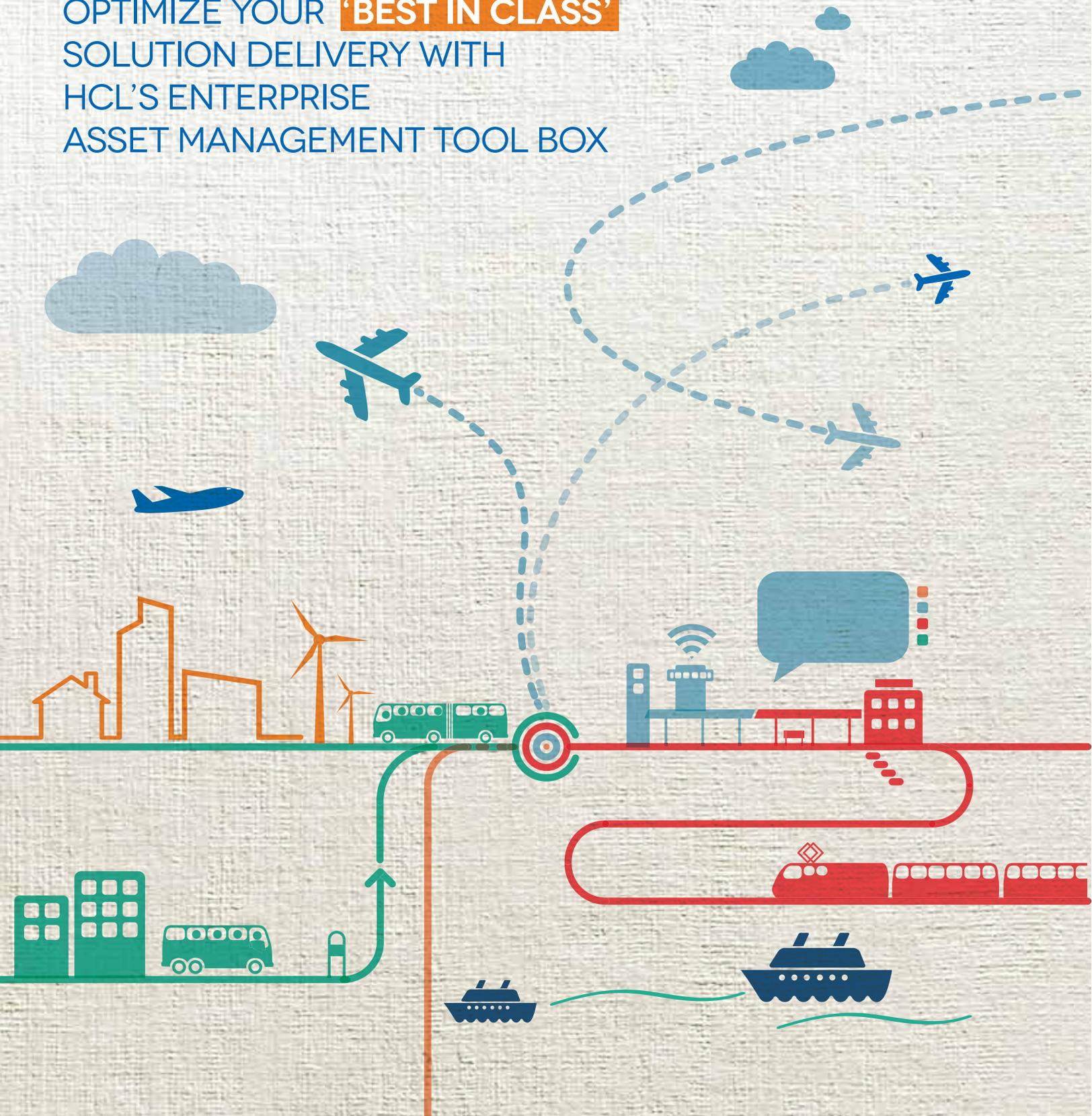


OPTIMIZE YOUR **'BEST IN CLASS'**
SOLUTION DELIVERY WITH
HCL'S ENTERPRISE
ASSET MANAGEMENT TOOL BOX



INDUSTRY SPECIFIC EAM PROBLEM

Asset intensive Companies, whether in the Downstream or Upstream business, are under ever increasing pressure to optimize the Life Cycle Performance of their asset base in delivering products and services to the market. This drives the need for an asset strategy that focuses on the reduction of operational costs, increasing the asset availability, utilization and having a clear line of sight of an asset's conditional state and its environmental impact.

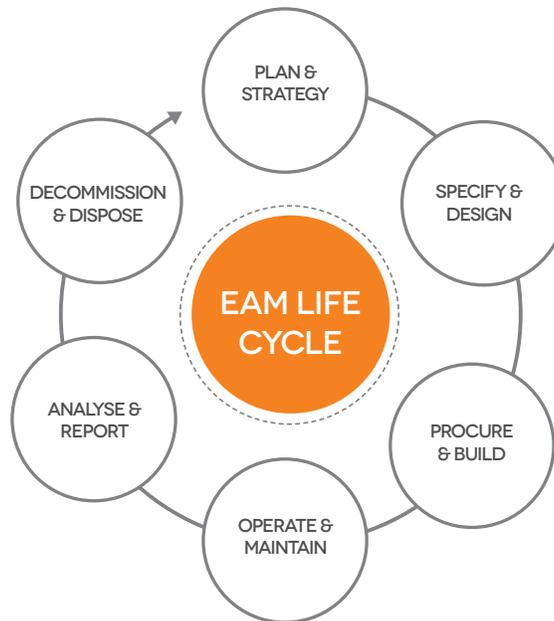
Ultimately, the primary objective is to prolong an asset's life and maximize its efficiency. For asset intensive organizations, any IT solution that enables this asset strategy needs to encompass key elements including Shutdown and Turnaround Management, full technology support for the mobile workforce and an integrated solution supporting the Maintenance Integrity process. With our industry, solution and product capabilities, HCL can enable asset intensive organizations to support the complete asset life cycle from 'cradle to grave'.

 ASSET OPERATIONS	 OPERATIONAL EXCELLENCE	 ENVIRONMENTAL IMPACT
<ul style="list-style-type: none"> • Intuitive Asset Group definition • Flexible asset creation: Manual, template, pen interface/business API • Ability to change an asset number without losing its attributes and history • Support for all types of asset locations: User-defined areas, internal inventory locations, external physical locations, etc. 	<ul style="list-style-type: none"> • Integrity management • Cost management • Profitability management • Knowledge management 	<ul style="list-style-type: none"> • Less greenhouse gas emissions, pollution and waste • Lower energy usage • Government regulation compliance

HOW CAN HCL HELP?

To enable Asset Integrity and comply with industry standards (PAS55/ISO55000), organizations must develop an optimized asset life cycle strategy to drive the maturity of their asset life cycle management in accordance with their key business drivers.

A key element of any mature Oracle EAM Strategy is the IT solution(s) used to enable it. HCL recognize this and have aligned their organization to offer solutions and services to the EAM life cycle requirement, as illustrated below:



EAM Standards for Life cycle EAM:

PAS55

Specification for the optimized management of physical assets

ISO55000

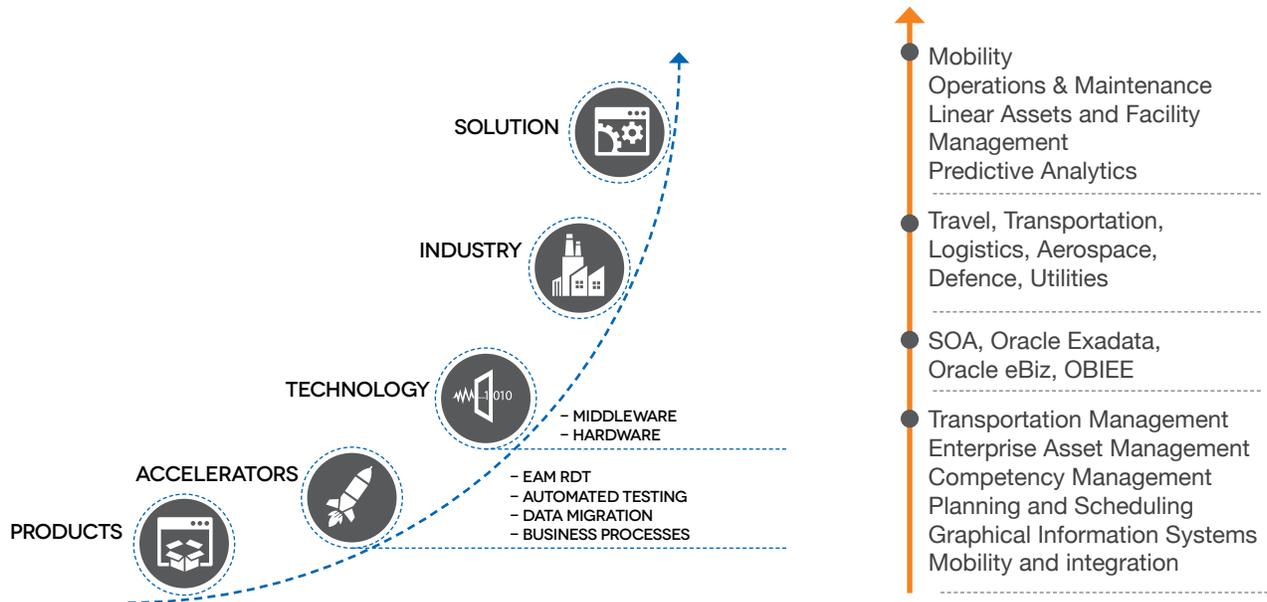
This International Standard provides an overview of asset management and asset management systems

WHAT CAN HCL OFFER?

- Our Oracle EAM subject matter expertise helps organizations align their IT solution landscape to enable and conform with, *PAS55/ISO55000 industry standards
- A full EAM solution assessment to support business case development designed to identify cost savings and efficiencies by aligning IT with the asset strategy.
- HCL are able to accelerate design and delivery of the IT solution by utilizing various tools and templates developed specifically to support EAM solution alignment and deployment and enable Asset Integrity Strategies.

HCL INVESTMENT AND INNOVATION IN EAM

- HCL have developed Oracle EAM focused custom solutions, accelerators and product extensions to enable both Oracle solution support for all asset type scenarios.



OUR PROPOSITION – EAM ASSESSMENT

HCL's Enterprise Asset Management (EAM) Global practice will work with you to help develop an effective EAM IT roadmap that will drive out real business value and enable the 'Best Solution' aligned to your organizational needs. HCL understands the challenges facing O&G organizations throughout the 'Life Cycle', typically reduce OPEX, increase asset availability, maximize utilization, clear asset visibility, and enable process compliance, amongst others.

We will utilize our depth of industry knowledge and solution expertise in EAM in combination with our tools and accelerators to enable our interaction with your organization. The list below highlights a number

of the key tools we will seek to utilize to assist in any engagement:

- **RDS** – Rapid Deployment Toolkit –Industry focused accelerator
- **EAM Template** – Enterprise Solution accelerator – Covering EAM Implementation Life cycle from Preparation to Cutover.
- **MRO** – Advanced Maintenance, Repair & Overhaul Template
- **EAM/MRO** Training academy

If you're interested in exploring our EAM offering further please contact us on integrated.applications@hcl.com

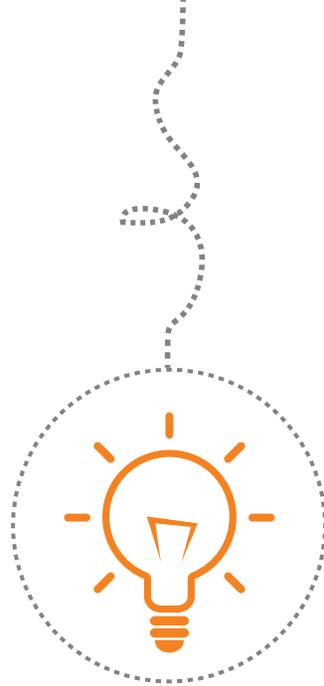
HCL WILL

- Seek to understand your short and long-term asset maintenance requirements and Asset Strategy, supporting current and future Operating Models.
- Use our Industry expertise and understanding of EAM Strategy and Standards (PAS55/ISO55000) and with relation to your Organizational Operating Model, review your asset maintenance landscape to understand in depth where the challenges and issues exist.
- Use our tools and templates, to develop a high level IT Solution Map – Aligned to the key business drivers. Utilizing existing IT capability and suggesting where changes could be made and recommend what those could be. With a logical focus on ‘Quick wins’ and rapid ROI and longer term goals that may require a different approach and strategy.
- Help define and agree an Asset Life Cycle support IT vision and solution roadmap.
- Help design an achievable and cost effective IT Solution delivery approach for this vision
- Offer the support for the development of a Business Case and benefits realization plan for this IT Strategy
- Outline the change and training requirements and provide recommendations for achieving buy-in from the user community to support this sort of IT Transformation approach

HCL, DELIVERING VALUE AND RAPID ROI ALIGNED TO YOUR ORGANIZATIONS DRIVERS AND STRATEGY

<p>Confirm the Organisational Process Vision, Key Business Drivers, Operating Model</p>	<p>Strategic Level Preparation - Gain Strategic Alignment - Understand and Validate current Organizational ‘Vision’: Key Business Drivers, Operating Model. Accelerate activity with the use of Industry standards and Industry templates and tools.</p>
<p>Review the Current Current Process Design</p>	<p>Operational level Preparation – Gain Tactical Alignment - Review and validate current /future process design. Accelerate activity with the use of Industry templates and accelerators.</p>
<p>Review the Current Solution Architecture Consolidate findings, Validate & Document Findings</p>	<p>Current Solution Review – Gain clear line of site of current landscape, areas for tactical and strategic review and utilize both Industry experience and solution template tools to accelerate activity – Including Solution replacement options, Configuration review, Data, FRIWEP reviews.</p>
<p>Analyse & Document Recommendations</p>	<p>Analyze and Document – Consolidate findings from previous Phases, construct a logical report aligning to ‘Best Practice’ whilst considering Organizational Strategy and ‘Key Drivers’. Utilize both Industry expertise and HCL Tools and Accelerators to support rapid delivery.</p>
<p>Communicate ‘The Recommendations’ to Recognise Value and Efficiency enables by HCL Solution Recommendation.</p>	<p>Finalize and Communicate – Finalize deliverables and construct Organizational communication, highlighting alignment to ‘Key Drivers’, ‘Quick Wins’ and rapid ‘ROI. Utilising both our clear understanding of Industry and EAM Standards such as ‘PAS55’, ISO55000. And our Industry ‘Templates’.</p>





THE HCL DIFFERENCE

HCL has deep domain expertise and a proven track record of delivering EAM IT solutions across many Industry sectors, ranging from the simple to the most complex asset management scenarios, involving legislative and compliance driven processes. HCL are recognized in the market as an industry leader and our asset management consulting, we recognize the drive for global standards and align our thought leadership, solutions and innovation with the logic driven by PAS55/ISO55000. HCL has the ability to bring together the best people with the benefit of the frameworks and toolsets developed from numerous successful projects. HCL have developed a proven incremental delivery approach which enables our dedicated EAM Practice to:

- Scale and deliver complex solutions with the necessary industry experience
- Reduce project risks whilst prioritizing key areas
- Effectively manage change and complete the implementation without disruption to the business
- Evaluate and optimize each phase to ensure best practice is delivered
- Meet business requirements, timescales and budgets
- Support the defined business case – ensuring ROI and realization of planned benefits

HCL achieve these deliverables through a workshop driven and blended team approach that leverages the skills of our highly experienced consultants and your in-house knowledge and capabilities

HCL has a global practice focused on supporting organizations to realize real business outcome and value as part of an IT enabled EAM Solution.

WHAT CAN THE RIGHT EAM SOLUTION DO FOR YOU?

By deploying a well-executed EAM Solution your organisation will:

- Spend less but and get more out of its assets
- Be managing against risk not resources
- Manage the whole asset system not just part
- Apply a whole life cycle approach
- Everyone will all be reading from the same page
- Clear line of site from the field to the board room around asset condition

THE NEXT STEP

Get in touch with us and ask about HCL's EAM implementation Roadmap at:

integrated.applications@hcl.com.





A LEADING PRODUCER OF BUILDING & CONSTRUCTION MATERIALS

THE CLIENT:

- Established in 1946, the company is a leading producer of building and construction materials, with businesses in Australia, North America and Asia. Besides construction materials, the company is into the business of Cement Manufacturing, Clay & Concrete Products, Plasterboard and Timber.
- To introduce enterprise-wide visibility in financial performance, the company implemented Oracle Financials (General Ledger, Account Payable, Accounts Receivable and Purchase Order modules).
- Currently client is in the process of implementing EAM for the Quarries, Asphalt, concrete, Transport divisions across Australia which totally correspond to around 40 maintenance organizations. The Assets include Fixed and Mobile Plant, heavy Mobile Equipment, Heavy On-Road vehicles etc

CHALLENGES / OBJECTIVES

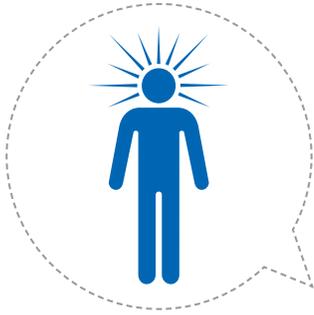
- To migrate the ODM module from 10.7 to 11.5.10 and ensure seamless integration with the upgraded version of the Oracle e-Business suite modules - Financials & Inventory
- For EAM, previously the divisions used to use various tools for tracking the maintenance activities in some organization and Oracle EAM in some of the organization. Currently it plans to implement in the

remaining organizations (30) in oracle EAM in R12 version and also move the other 13 from 11.5.10 to R12

- The Client was live on the Oracle Financials & Inventory modules of Oracle e-Business Suite 10.7 and had also developed a highly complex and custom Oracle Docketing Module (ODM) consisting of 400+ custom objects on 10.7. This module was closely integrated with the Oracle Financials and Inventory modules to map customer orders yet to be shipped.

THE SOLUTION

- HCL successfully helped the client migrate a custom application from 10.7 to 11i by offering a unique de-risking proposition – the Model of Minimum Risk consisting of an optimum onsite-offshore resource.
 - Our team worked on migrating business objects such as forms and reports to the 11i instance along with migrating historical ODM data into the new instance. Interfaces of the custom modules with external
 - Current team will work on supporting the implementation and upgrade of the EAM application.
 - Key challenge in this will be moving data from Inventory schema in Release 11.5.10 to Install Base schema in Release 12.
 - Upgrade will involve 70 + custom objects.
 - Seamless migration of 400+ business objects of ODM to 11.5.10
 - Enabling “Folder Options” in custom forms in 11i, a feature that was de-supported by Oracle
 - Enabling File Transfer from the Client PC for upload of mass data as excel files
-



ABOUT HCL

With revenues of \$6.4bn, employing 90,000 technology experts and operating in 31 countries worldwide, HCL is a leading global technology services provider. HCL assists our clients transform their business and IT assets, deliver complex Systems Integration programs and operate their application and infrastructure estate.

HCL's Systems Integration business works with our clients deliver business outcomes through large IT program delivery. We employ 15,000 systems integration experts. We are established partners with leading enterprise application providers – SAP, Oracle and Microsoft. We also help our clients move to cloud based platforms with Salesforce.com, Success Factors, Taleo and Ariba as well as infrastructure re-platforming in the cloud. Our propositions include:

- Global deployment
- Fundamental cost reduction
- Target operating model transformation
- Benefits delivery
- Large programme management
- Applications Development
- Design, Build and Run services

TRUE GLOBAL DELIVERY

HCL operates as a single global organization allowing us to deploy consulting teams which leverage proven industry and solution best practices from our offices and delivery centers around the world.

HCL AND SAP

HCL has been a certified partner in the SAP Ecosystem for over 15 years. The HCL and SAP relationship delivers value to our customers through industry focused excellence, innovation, and orchestrated innovation through diverse resources. Our global delivery team of 7,500 SAP experts are recognized as being the most experienced SAP consultants in the market and combine the best local SAP business transformation expertise with world class offshore SAP factory services. HCL is ranked in the top 4 SAP SI's; by Forrester, Gartner & IDC. We are regularly ranked #1 for client satisfaction.

HCL AND ORACLE

HCL has been a certified partner in the Oracle Ecosystem for over 15 years and is a leading Platinum Partner. The HCL and Oracle relationship delivers value to our customers through industry focused excellence, innovation, and orchestrated innovation through diverse resources. Our global delivery team of 3,000 Oracle experts are recognized as being the most experienced consultants in the market and combine the best local Oracle business transformation expertise with world class offshore Oracle factory services. We are regularly ranked by analysts as #1 for client satisfaction.

HCL AND IBM MAXIMO

HCL is Premium Business Partner for IBM and has 360 degree relationship with IBM encompassing sell with, sell through and buy from revenues. HCL technologies has more than 5000+ resources pool on IBM technologies and worked on implementation of various IBM product lines including Filenet, Data Stage, SOA, BPM, MDM, Maximo, Info Sphere, Cognos, Netezza, Tivoli, Mainframe, Smarter Commerce and Rational Suite of products. We have done more than 100+ customer project implementations on IBM platforms and dedicated CoE to build joint solution on IBM portfolio.



Hello there! I am an Ideapreneur. I believe that sustainable business outcomes are driven by relationships nurtured through values like trust, transparency and flexibility. I respect the contract, but believe in going beyond through collaboration, applied innovation and new generation partnership models that put your interest above everything else. Right now 95,000 Ideapreneurs are in a Relationship Beyond the Contract™ with 500 customers in 31 countries. How can I help you?

Relationship™
BEYOND THE CONTRACT

HCL