

# STRENGTHENING THE **FUTURE**

BUILDING THE IRON & STEEL INDUSTRY OF TOMORROW



## ONE-STEP — MULTIPLE POSSIBILITIES

The iron and steel industry today face two distinct challenges — increased volatility in demand and raw material prices, and shift in consumption and production, from the traditional to the emerging markets.

However, it is expected that during 2014-2015, the demand outlook will improve modestly, resulting in a marginal increase in capacity utilization and steel prices. As a result, there is only one way the industry can get more out of this positive outlook — ensure that their capital structure is optimized for the new operating environment. This step will help them align their asset portfolios to their business strategies. Additionally, it will ensure optimal allocation of capital to maximize shareholder returns and achieve an efficient capital structure.

## ONE COMPANY — MANY CAPABILITIES

With more than 20 years of experience in the manufacturing sector, working with leading fortune

500 mill industry companies (Iron/Steel, Aluminum, Paper/Packaging) in the world and collaborating with more than 100 active manufacturing clients, HCL is well equipped to focus on optimizing mill & plant systems to corporate systems of the iron and steel industry.

Partnering with HCL Technologies offers iron and steel organizations an opportunity to leverage its business-consulting, enterprise IT, business process services, and mill manufacturing software and engineering R&D expertise and overcome complex business problems. In addition, it will help them go beyond meeting day-to-day challenges and fund their transformative programs.

**20-25% cost savings**  
through HCL ALT ASM™  
offering leveraging the HCL  
MaSCoT™ methodology.



Consequently, high performing iron and steel manufacturers can benefit by improving operational agility, enhancing customer reach, building on cost competitiveness and focusing on strengthening stakeholder confidence.

We continually invest in people, processes and technology to improve our capabilities in the iron and steel industry. In addition, we leverage our extensive near-shore and global offshore capabilities, a holistic network of delivery centers to offer the following industry specific services and solutions.

## SOLUTIONS & SERVICES

- Enterprise Resource Planning (ERP) led business transformation
- Business intelligence, enterprise performance management and data analytics
- Business and plant mobility solutions
- Manufacturing Execution Systems (MES) and mill process automation software
- Software development and engineering services
- Mainframe and iSeries platforms services and infrastructure
- Enterprise integration solutions and services



## HCL INTELLECTUAL PROPERTY

- Enterprise asset management and computerized maintenance management solutions
- Enterprise supply chain management and optimization solutions
- Commercial (Sales & Marketing, Finance/CFO Systems Advisory) optimization consulting and solutions
- Business process services (EFaaS - Enterprise Function as a Service)

## ONE RELATIONSHIP — NUMEROUS DIMENSIONS

HCL consistently supports the Association for Iron & Steel Technology (AIST) in advancing the technical development, production, processing and application of iron and steel.



Significantly, HCL America Inc. is an active participant in AISTech 2014 and you can meet our representatives at booth # 1483 at AISTech 2014.

In addition, HCL America Inc. is presenting the following papers:

1. AISTech Paper ID 4161 - Leveraging Cloud, Mobility, and Wireless in Steel Plant Operations — *Monday, 5 May 2014 3:30 PM*
2. AISTech Paper ID 51023 - Enable the Road Map - Support EAM Strategic Objectives with SAP EAM and iMRO — *Wednesday May 7, 2014 3:00 PM*

Along with enabling AIST drive change, we use our in-depth domain knowledge and global resources to help the iron and steel industry develop innovative approaches, implement transformative initiatives and propel growth.

Contact us at [Mfg-Marketing@hcl.com](mailto:Mfg-Marketing@hcl.com) to learn more about our iron and steel industry specific services and solutions.



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

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**HCL**