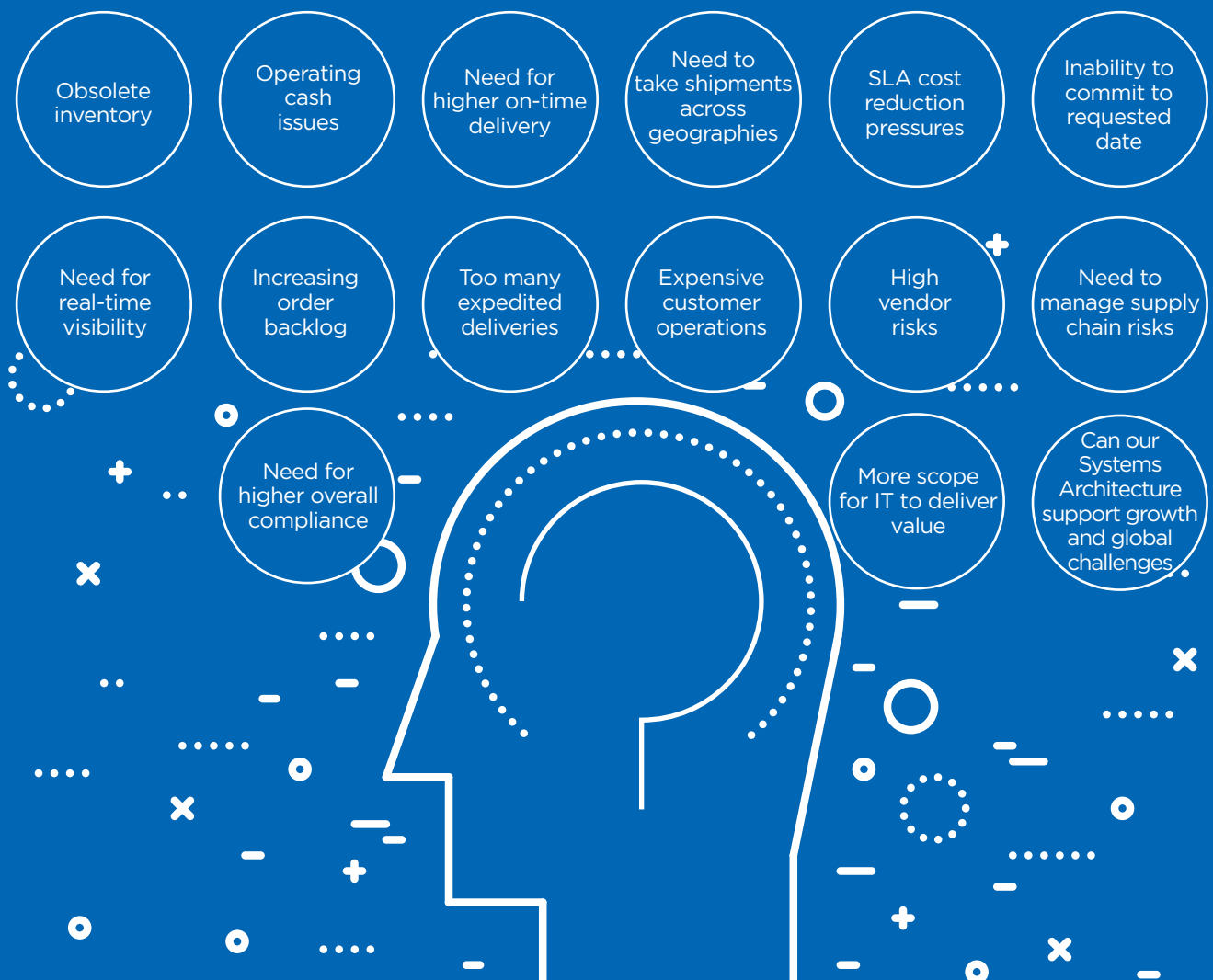


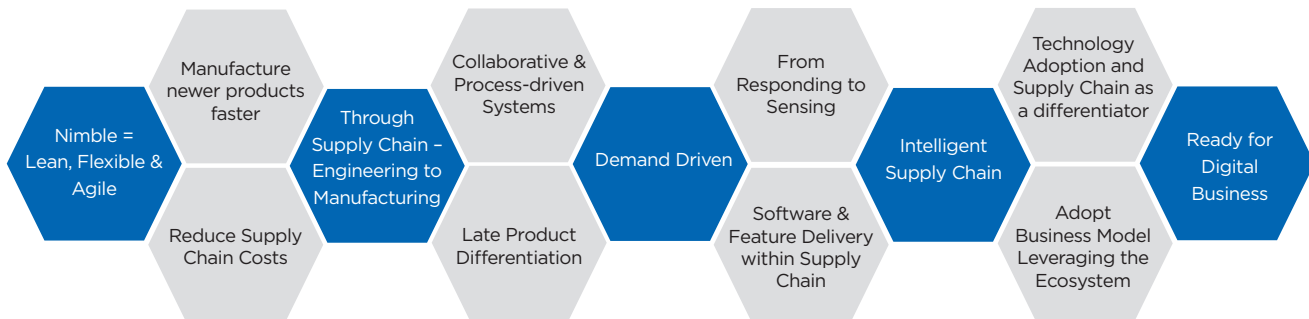


SUPPLY CHAIN CONSULTING

Cost pressures, aging workforce, complex regulations, effects of globalization, and the emergence of millennials are few of the challenges making the supply chain more complex than ever before. It takes a 21CE leader to turn these challenges into opportunities.



Traditional supply chain practices will not be able to serve demands of the 21st century economy. Leaders are not satisfied with “best practices”, they are demanding “better” and indeed, “better now”. We, at HCL see the next-generation supply chain as must-be-digital that delivers the goals of an interconnected, intelligent and Instrumented supply chain. Moore’s law is accelerating the future. 21st century supply chain is enabled by intelligent machines and devices, advanced computational techniques, differentiating models of creating-consuming-sharing-securing data. This in turn, enables people, processes, products, and infrastructure to seamlessly coordinate, collaborate, make, buy, and sell goods that are more time - and cost-efficient to deliver significantly enhanced value and experience to customers and receive feedback transparently.



For companies to compete and win, there are critical characteristics emerging in supply chain management:

- **Nimble** – Supply chains do not have to be one or more steps behind trading partners. Companies need the ability to quickly adopt new processes and set up factories or distribution networks in new geographies or operationalize an acquired company faster.
- **Demand-driven** – It is important to not merely respond, but to be able to sense demand based on various touchpoints in the network and even beyond the supply chain network such as mining social media for customer sentiment.
- **Deep Vertical and Cross-Functional Alignment** – The ability to orchestrate processes from New Product Introduction through Aftermarket Service and Support, and from the Shop Floor to the Top Floor.
- **Intelligent** – Leveraging new dimensions of intelligent technologies quickly and securely – be it 3D printing, cognitive computing, IoT, autonomous controls, advanced analytics, augmented reality, blockchain, etc.
- **Ecosystem-driven** – Supply chains must also focus on capabilities and information outside the enterprise. Information must flow much like how value and material flow through the partner ecosystem.
- **Ready for Digital Business** – Powerful demographic characteristics of younger ‘born-digital’ generation challenge traditional models of making, buying, and selling. User centricity and digital engagement are key to winning new customers and growing revenues.

At HCL, we understand the unique challenges faced by companies trying to become 21st Century Enterprises. Our wide and forward-thinking capabilities help us serve our customers and help them extract maximum value from supply chain initiatives. HCL’s Commercial Industries Supply Chain Management Consulting Practice offers consulting services which are focused on key industries including: Discrete Manufacturing, Industrial, Process, Chemical, Automotive, Hi-Tech, Aerospace & Defense, Utilities, and Public Services.



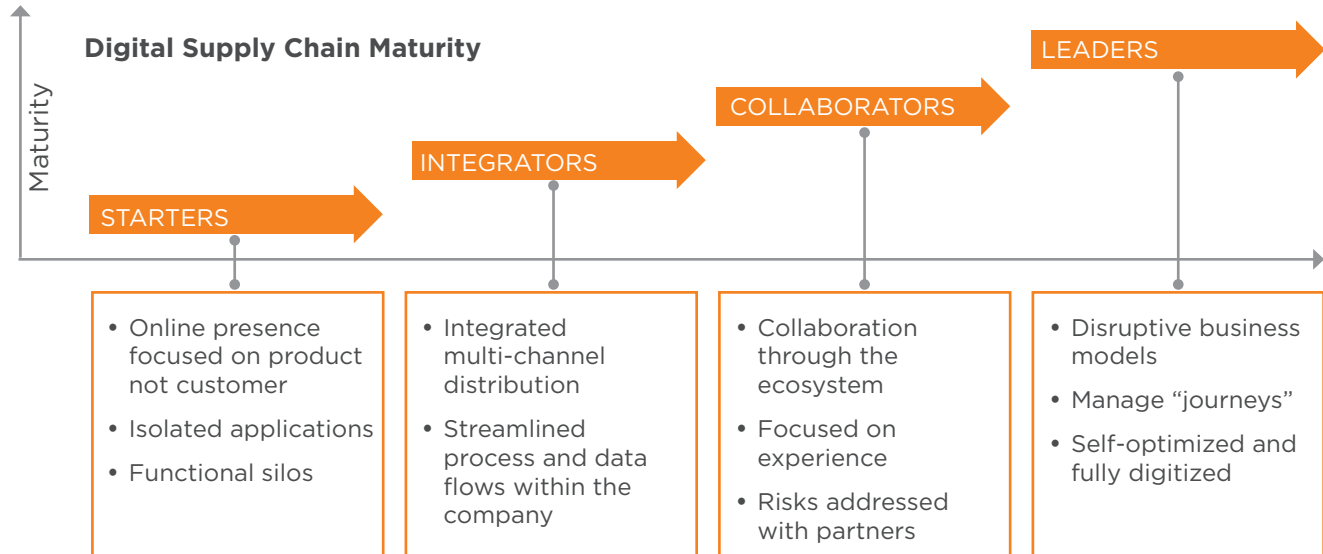
OUR OFFERINGS

The CI SCM Consulting Practice consists of senior consultants from relevant industries with significant experience across processes and program knowledge in key areas of expertise. Our solutions and offerings help our customers to derive significant and quantifiable value.

OUR OFFERINGS	SUPPLY CHAIN CONSULTING		BENEFITS
• Maturity Assessment • Process Consulting • Goal based Roadmap • Business Case Development • Technology Evaluation & Implementation	Integrated Business Planning	Network Optimization	• Improved Customer SLAs • Higher Collaboration through the Ecosystem • Improved Cost and Competitive position • Removal of legacy constraints and development of the right technology blueprint that can be implemented
	Source to Pay Excellence	Supply Chain Visibility	
	Order to Cash Improvement	SC Risk Management	
	Inventory Optimization	Supply Chain Analytics	
	Supply Chain Reference Architecture		

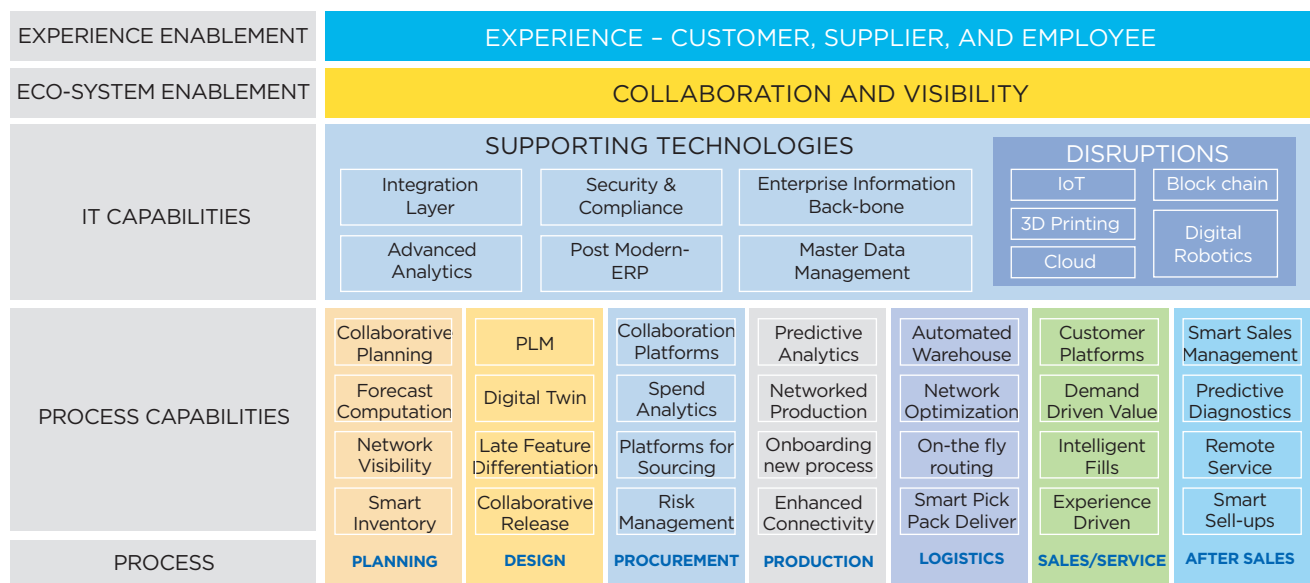
OUR APPROACH TO DIGITAL SUPPLY CHAIN

We believe that it is important to build the transformation roadmap for digital strategy first and then adopt specific technologies, processes or organization structures.



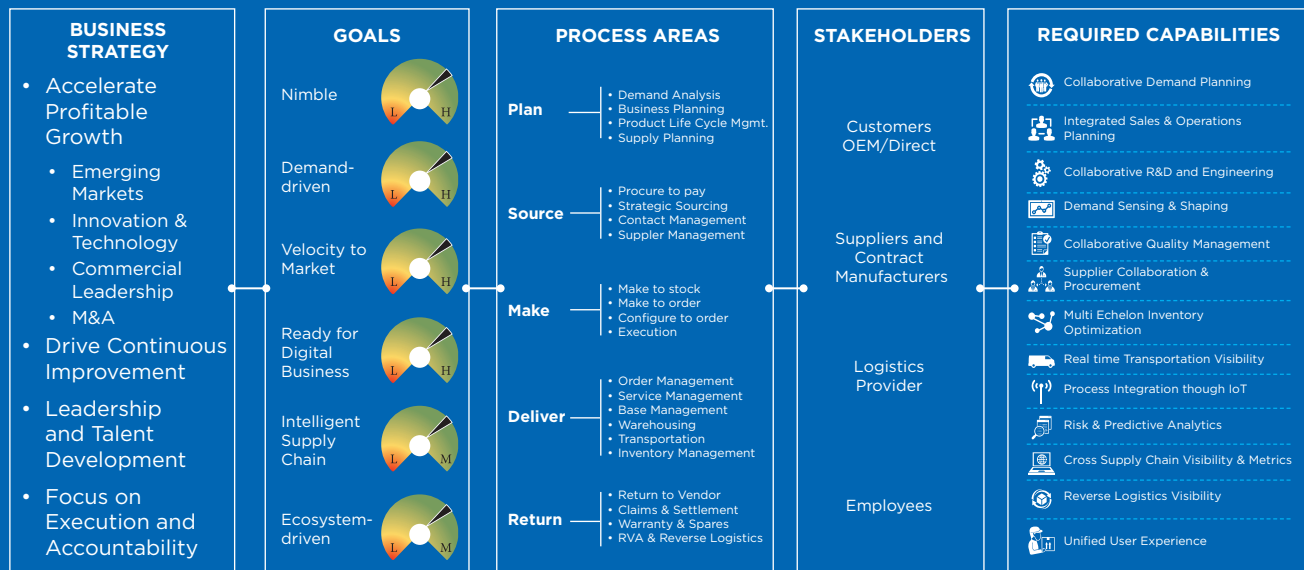
CAPABILITIES REQUIRED TO ENABLE A DIGITAL SUPPLY CHAIN

Companies can implement new capabilities to increase their digital supply chain maturity. These capabilities can be categorized in Experience, Ecosystem, IT, and Processes. Understanding the associated value and the sequencing of these capabilities is at the core of the CI SCM consulting practice.



RELATING CAPABILITIES TO BUSINESS STRATEGY

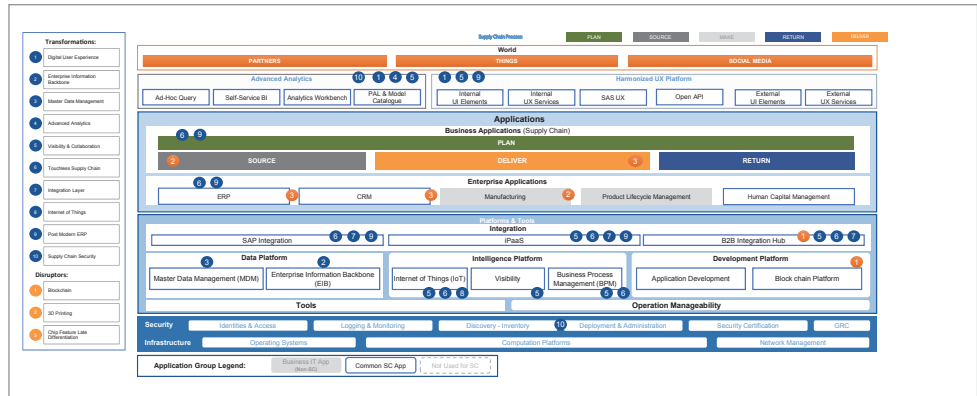
HCL has extensive experience assisting in business transformation and in resolving supply chain issues. HCL utilizes a Use Case Realization methodology that first documents and understands the Business Goals and As-Is state. Once these are understood and assimilated, transformation ideas are deliberated that are succeeded by targeted Use Cases. These are then aligned into a To-Be solution that serves as a blueprint for process optimization and technology architecture required to enable the future state.



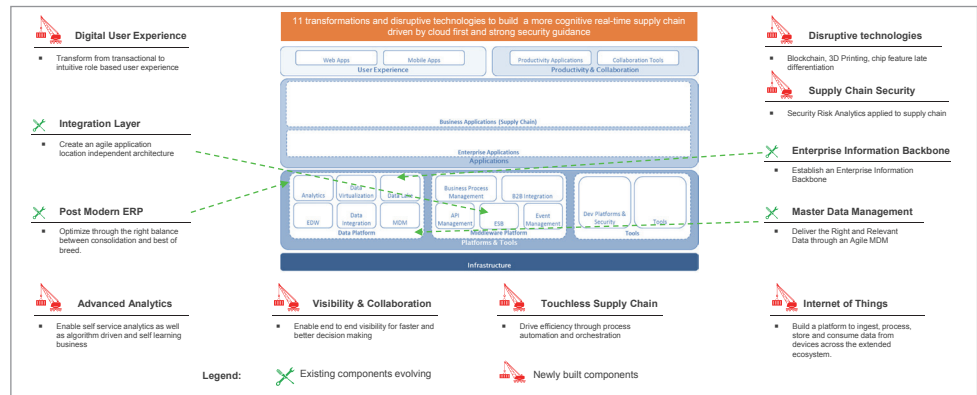
THE USE CASE REALIZATION METHODOLOGY

Adopting newer strategies, processes, and systems is never easy, there are insecurities arising from the fear of the unknown, the hype, capability to change, and the costs for the same. Use Case Realization methodology helps in simplifying big goals to simpler units and transformation ideas, and then validate feasibility of individual use cases specific to the individual organization. This creates a robust map of interconnected ideas and therefore an implementable roadmap.

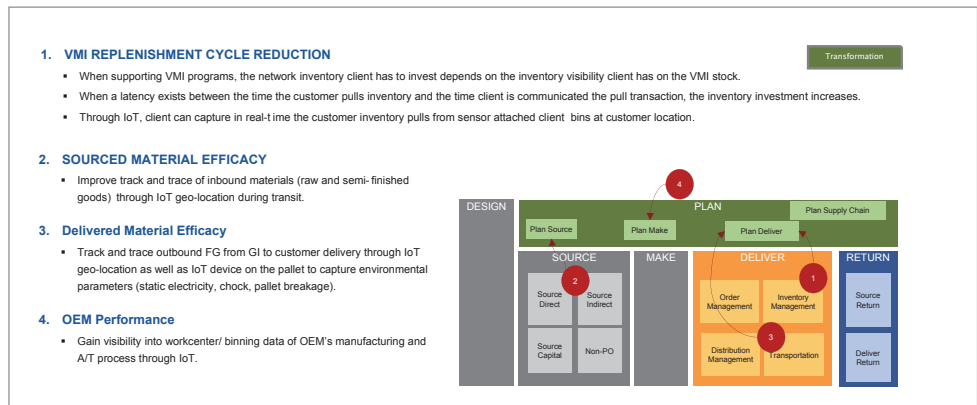
SUPPLY CHAIN REFERENCE MODEL



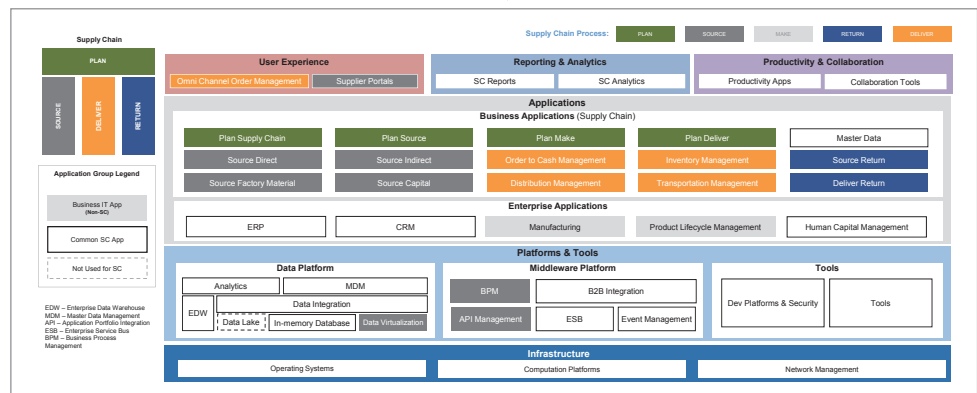
IT ARCHITECTURE TRANSFORMATIONS FOR SUPPLY CHAIN



IoT - USE CASES



SUPPLY CHAIN REFERENCE MODEL



ENABLING CAPABILITIES BEYOND CI SUPPLY CHAIN CONSULTING

Supply Chain Consulting Group has all access to wider capabilities of HCL that can help customers pursue their Digital journey



Our digital solutions approach is aligned to end-to-end digitalization across the value chain which accelerates organizations' ability to exceed their business objectives and goals. This is enabled through innovation - based transformation of business models, activities, processes, and competencies by fully leveraging changes and opportunities of digital technologies. Our offerings include:

Digital Enterprise

Orchestrating transactional to transformational, meaningful role based user-experience for the entire enterprise through seamless integration of design, technology, and operations

- Persona development
- Journey mapping
- UI/UX CoE
- 123 Design

Design Thinking Labs

Enabling human centered problem solving through our proprietary framework based on design, business, and systems thinking to generate new possibilities for digital technology

- Strategic innovation labs
- Deeper discovery labs
- Prototyping factory
- Xperience labs

Marketing as a Service

Enabling CMOs with technology at zero moments to enhance their marketing operations through our detailed reference architecture and technology infused operating model.

- Customer insights
- Customer experience
- Marketing automation
- Digital product support

Analytics as a Service

Orchestrating integrated analytics through data driven processes, behavioral methods, best in class technology and robust infrastructure to provide insights into performance of the digital ecosystem

- Proactive decision making
- Behaviorally informed dynamic content
- Intuitive customer navigation
- Enterprise workflow

Process Digitalization

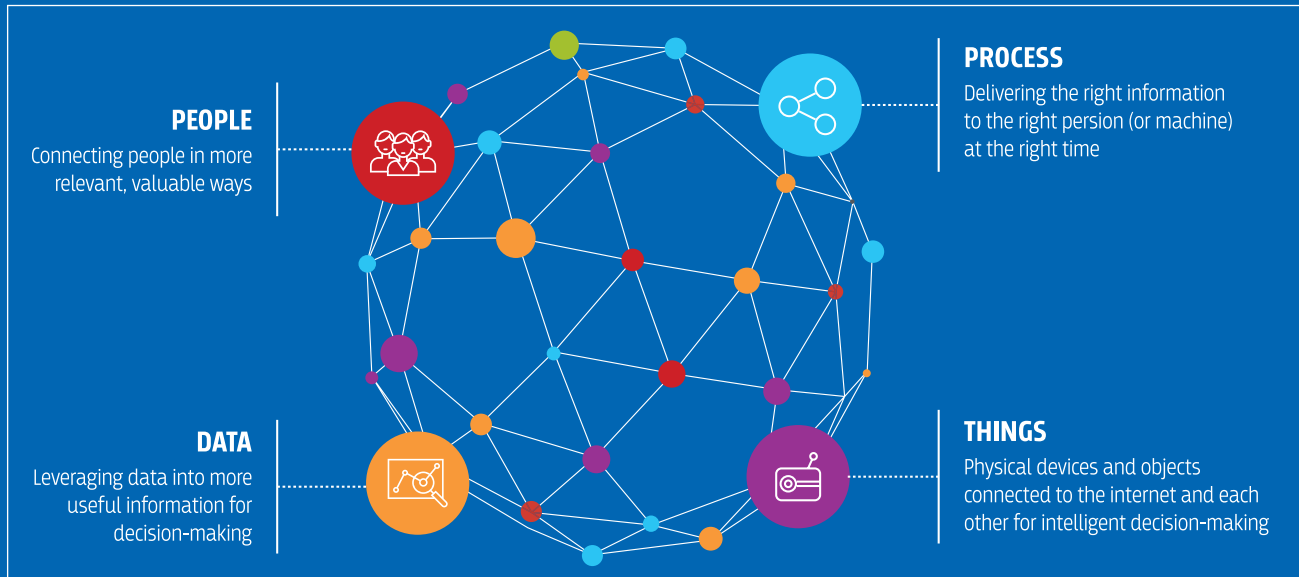
Orchestrating end-to-end business process redesign through an experience centric model by utilizing our proprietary transactions transformation methodology for all users associated with the process

- Agile, cross-functional teams (TRIBE)
- Cross border workflows



In the area of Internet of Things (IoT), HCL has a dedicated team of over 250+ professionals working in the area of IOT devices, communications, IOT Platforms and Analytics, to create solutions which address the key challenges faced by our clients.

HCL has developed solutions to address issues by utilizing the emerging technologies of Internet of Things, Mobility, Big Data Analytics, M2M technologies, Virtual Reality/Augmented Reality, and Robotics, and Cognitive Computing



KEY TECHNOLOGY ALLIANCES AND PARTNERSHIPS





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 110,000 Ideapreneurs are in a Relationship Beyond the Contract™ with 500 customers in 31 countries. **How can I help you?**

Relationship[™]
BEYOND THE CONTRACT

HCL