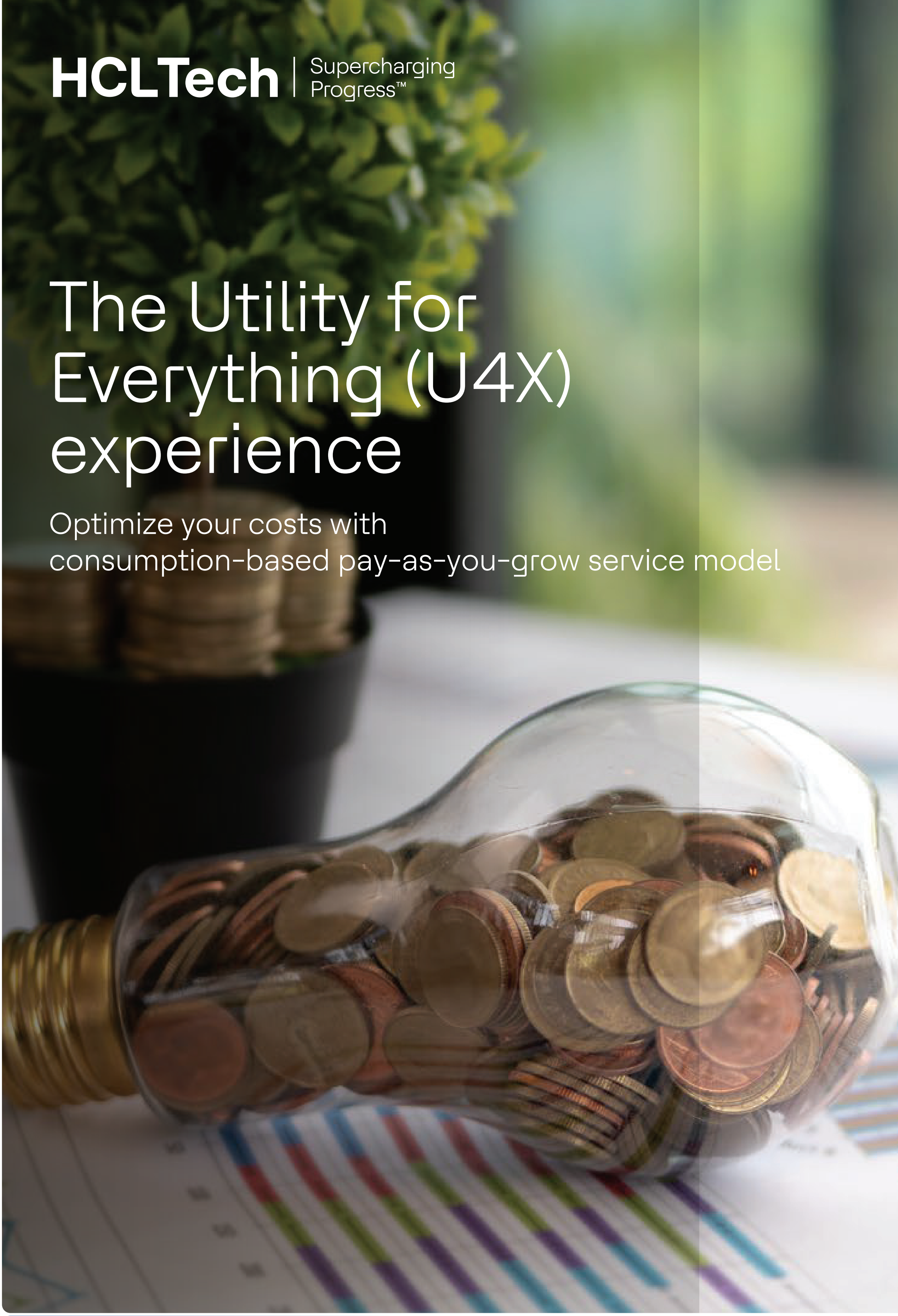
HCLTech | Supercharging Progress™

The Utility for Everything (U4X) experience

Optimize your costs with consumption-based pay-as-you-grow service model



With the recent disruption of the "everythingas- a-service" model, enterprises are now looking forward to digital transformation by leveraging the best of both public cloud and on-premises infrastructure models. Therefore, your organization needs to focus on assessing the infrastructure and technology investments to gain a competitive edge. This calls for a flexible pricing model to help gain flexibility and control over your spending and allow you to focus on minimizing the turnaround time (TAT). Undoubtedly, consumption-based pricing models have gained traction over the past few years and will help you gain flexibility and control over your spending.

1. By 2029, consumption-based storage as a service (STaaS) will replace 50% of on-premises enterprise storage and data services infrastructure capital expenditure (capex), an increase from 15% in early 2025.

2. By 2028, more than 30% of on-premises servers will be provided through a consumption-based, as-a-service solution, up from less than 15% in 2025.

Source

Key challenges addressed through consumption-based pricing models

High Upfront Capital Investment

Traditional infrastructure requires significant upfront spending, impacting cash flow and budget flexibility.

Capacity Planning Uncertainty

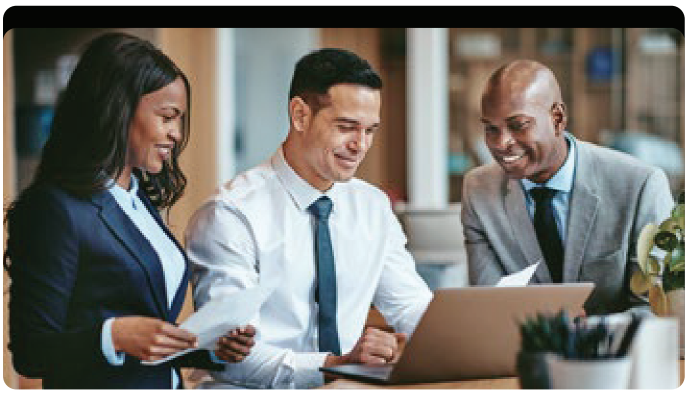
Organizations often over-provision or under-provision infrastructure to accommodate changing business demands.

Limited Scalability & Agility

Rigid infrastructure models make it difficult to scale resources quickly and respond to evolving business needs.

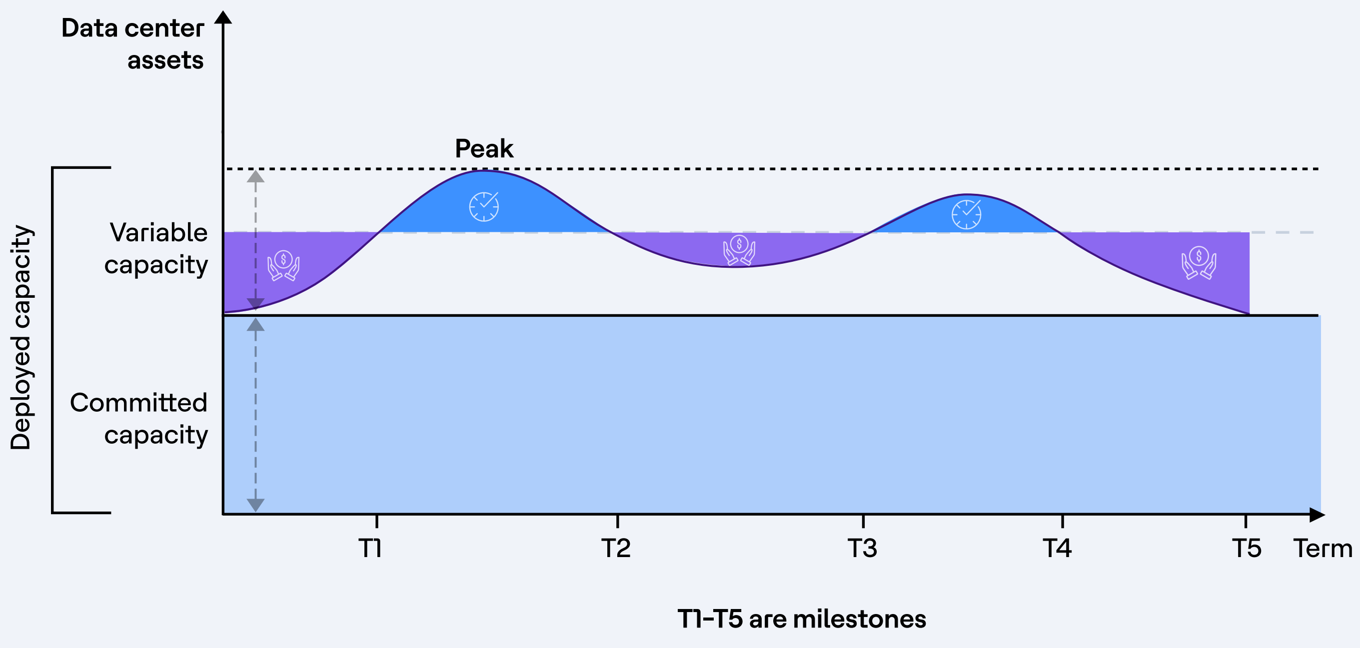
HCLTech's U4X (Utility for Everything)

Delivering computing infrastructure, Sofatware-as-a-service with a consumption-driven paradigm



HCLTech's U4X offers enterprises of all scale and size an everything-as-a-service platform with cloud-like flexibility that uses a pay-as-you-grow model with computing infrastructure, software and services.

HCLTech U4X Pay-per-use model



Standard definitions:

Deployed capacity:
Total capacity/volume/nodes provisioned. This combines committed and variable capacity.

Committed capacity:
Minimum base commitment to start the subscription. Billing occurs on committed capacity/ volume/nodes.

Variable capacity:
The capacity/volume/ nodes provisioned to provide flexibiity to the client

Cost Savings

No upfront investment and no cost incurred on unutilized assets

Time savings

No hasseles for immediate asset purchase in case of sudden demand

Actual usage

Billing happens as per actual resource utilization

With U4X, you only pay for the compute, storage, security and network you consume, helping match your expenditure with actual usage. It also guarantees the agility and scalability like public cloud along with the control, performance and security benefits of on-premises IT.

U4X's competitive advantage

Pay only for what you use	Enhanced efficiency and ease of use	Reduced business risk
Do away with the conventional method of purchasing computing infrastructure	Faster go-to-market and best of technology upgrade	Guaranteed optimal operational security and reliability
U4X predicts current and projected capacity	Single business view and hassle-free chargeback mechanism	Ease of contract termination
Drives better IT planning and streamlined financial decisions	Trouble free AMCs, No OEM lock-ins	Permits keeping workloads on-premises for greater control, compliance, security and privacy
With NetApp Keystone STaaS, a buffer of 20% capacity is pre-provisioned to ensure no challenges during unforeseen demands	NetApp Keystone offers catalog-based pricing with options of various Performance Service Levels such as Extreme, Premium, Standard, Value and Object for efficient use of resources	With NetApp Keystone STaaS, the minimum commitment starts at as low as 50TiB

No vendor lock-in and ease of termination

Best-in-class commercial model

HCLTech metered services

Pay-as-you-grow on-premises infrastructure

Choose and customize resources based on workload

Benefits of U4X

Well-suited for Compute & Data heavy workloads

Mature offerings, unmatched partner ecosystem and exclusive partner agreements with pre-agreed SLA's

Seamless integration

Cloud repatriation: Migrating from cloud to on-premises with flexibility

Flexibility to scale up and scale down the deployed resources

The U4X impact

Our ‘Utility for Everything’ experience is already creating ripples. Leading global firms spread across 120 countries in EMEA, APAC and US have benefited from our offering with:

Cost Optimization

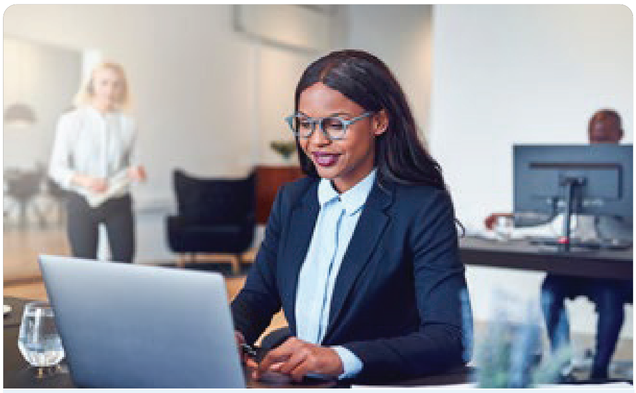
- No upfromt Capital Investment
- Pay-as-you-grow
- 20-35% reduction in TCO

*varies from case to case basis

Enhancing agility

- 30-40% DC footprint reduction per site
- Trouble-free from AMCs and OEM lock-ins
- Flexibility to scale up and scale down up to 70% per site

*varies from case to case basis



Hassle-free chargeback mechanism

- Single business view
- Unparalleled performance
- Faster GTM strategy

Enterprise-class security

- Increased data protection
- Leverages best-of-technology upgrade

HCLTech & NetApp: Accelerating Enterprise AI with Hybrid Cloud STaaS

With over a decade-long partnership, HCLTech and NetApp have created more than 100 solutions. Our recognition as 2023 Keystone Partner of the Year in UK & Ireland and one of only a few Keystone Lifecycle-certified partners demonstrates our joint commitment to empowering global enterprises in their digital transformations.

Together we offer hybrid cloud storage-as-a-service (STaaS) to enable enterprises scale AI and data-driven workloads. The solution provides a flexible, consumption-based model that supports AI and GenAI applications alongside traditional enterprise systems.

This solution integrates HCLTech's Utility for Everything (U4X) digital infrastructure framework with NetApp Keystone, the pay-as-you-grow storage service, enabling organizations to align infrastructure with evolving workload requirements. It enables enterprises to scale storage, performance and data services on demand while supporting AI development, deployment and operations via HCLTech's AI Factory suite of offerings.

By combining HCLTech's consumption-led operating model with NetApp's intelligent data infrastructure and data management capabilities, the offering helps enterprises accelerate the transition from AI pilots to enterprise-scale adoption, improving agility, scalability, governance, and time-to-value.

Why HCLTech

- Leader in all major analyst reports
- Secured top position in "The Edelweiss" ESG scorecard & ratings for India's top 100 companies, reflecting HCLTech's continued efforts and commitment towards Sustainability and ESG
- Broadest portfolio of technology and channel partners

For more information or queries,
please write to us at contact.hyc@hcltech.

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