

Accelerating the “As a Service” experience

Consumption-based pay-per-use service
powered by HCLTech U4X (Utility for Everything)



With the advent of “everything-as-a-service” model, enterprises can now consider accelerating digital transformation by leveraging the best of both public cloud and on-premise infrastructure models. The flexibility and scalability in hybrid cloud consumption models can help consume technology better and let better control over spending and minimizing the turnaround time (TAT).

Undoubtedly, consumption-based pricing model is gaining traction over the past few years and helps gain flexibility and control over spending.

Around 70% of tech buyers will prefer consumption-based service models for infrastructure purchases to regulate the IT spending growth and fill IT Ops talent gaps.

Source: [IDC](#)



Key challenges addressed through consumption-based pricing model



Inability to track recurring revenue with actual consumption



Inefficient usage of products or services by customers due to lack of alignment between cost and consumption



Lack of flexibility with fluctuating usage patterns

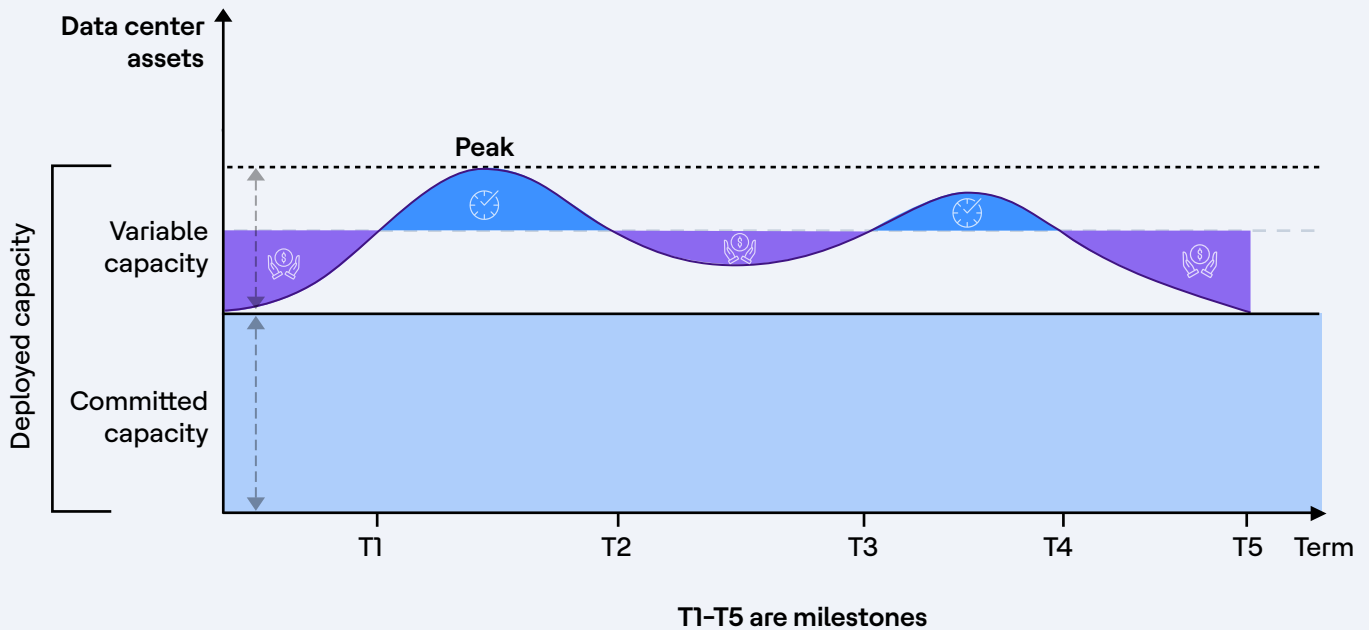
HCLTech's U4X (Utility for Everything)

Delivering computing infrastructure, software, and services with a consumption-driven paradigm



HCLTech's U4X offers enterprises of all scale and size an everything-as-a-service platform with pay as you go flexibility. It uses a pay-per-use model with computing infrastructure, software and Cognitive Infra Services and let the organization consume services in the same way as that of a public cloud.

HCLTech U4X Pay-per-use model



Standard definitions:

Deployed capacity:

Total capacity/volume/nodes provisioned. This combines Committed and Variable Capacity

Committed capacity:

Min. base commit to start the subscription on Day 1. Billing happens on Committed capacity/volume/nodes

Variable capacity:

The capacity/volume/nodes provisioned to provide flexibility up to 50% to the customer



Cost Savings

No upfront investment and no cost incurred on Unutilized assets



Time savings

No hassles for immediate asset purchase in case of sudden demand



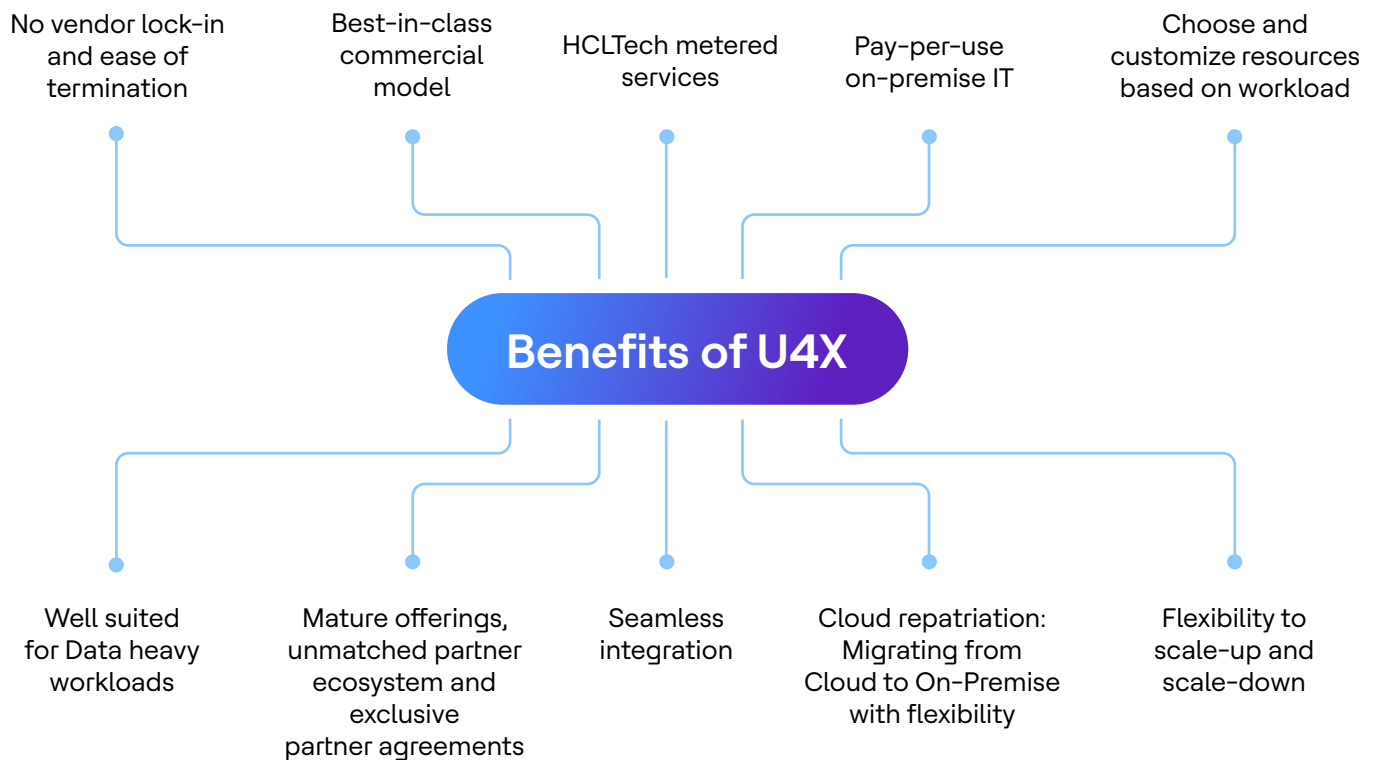
Actual usage

Billing happens as per actual resource utilization

With U4X, you only pay for the compute, storage, security, and network you consume that helps match your expenditure with the 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 risk of business
Do away with the conventional method of purchasing Computing infrastructure and software	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 charge-back mechanism	Ease of contract termination
No challenges of unforeseen demands with a pre-provisioned buffer of compute resources	Trouble free AMC's, No OEM lock-in's	Permits keeping workloads on-premises for greater control, compliance, security and privacy
Drives better IT planning and streamlined financial decisions	Locally deployed, supplementary capacity can be easily activated within minutes when you need more computing power	Complete control of the environment and flexibility to scale up and scale down



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 CapEx
- Pay-as-you-go
- 30-35% reduction in TCO



Enhancing agility

- 30-40% DC footprint reduction per site
- Trouble-free from AMCs and OEM lock-ins
- Flexibility to scale-up and scale-down upto 50% per-site



Hassle-free chargeback mechanism

- Single business view
- Unparalleled performance
- Faster GTM strategy



Enterprise-class security

- Increased data protection
- Leverages best of technology upgrade

HCLTech – HPE: Driving value to our customers

For next-generation enterprises, HCLTech and HPE combined the 'Everything-as-a-Service' model, which brought fundamental changes in the way organizations manage their IT infrastructure.

HCLTech's Utility for Everything (U4X), powered by HPE GreenLake, offers an infrastructure pay-per-use service that delivers on-premises IT with a public cloud-like experience and provides the flexibility to move from an on-premise data center to the cloud, thus helping customers along their hybrid cloud journey.

U4X provides Infrastructure, Software and Services in a smart consumption-based model, enabling organizations to conserve cash, improve their balance sheets and create a true "pay as you go" hybrid cloud.

HCLTech
Supercharging Progress™

 **Hewlett Packard**
Enterprise

Our differentiators

- Leader in all major Cloud analyst reports
- Secured top position in "The Edelweiss" ESG scorecard & ratings for India's top 100 companies reflecting HCLTech's continued efforts and commitments towards Sustainability and ESG
- Robust ecosystem of technology and channel partners
- Clients across diverse industry verticals, showcasing strong market adoption
- Comprehensive end-to-end lifecycle management for seamless operations
- Industry's broadest portfolio of consumption-based offerings
- Predefined SLAs that significantly reduce turnaround time, enabling faster go-to-market
- Tailored solution to address the unique needs and strategic goals of enterprises of all scales and sizes



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