



HCL announces partnership with Optimization in New Zealand

- ***New relationship combines local market knowledge with global service expertise to deliver industry leading IT solutions for NZ customers***
- ***Further strengthens HCL's commitment to the region***

NOIDA, Auckland, 26th August 2009 – HCL Technologies Limited ('HCL'), a leading global IT services provider, today announced that it has signed a partnership agreement with Optimization, a top ICT services specialist in New Zealand. The new partnership will combine HCL's global scale and demonstrated capability in delivering high quality IT services with Optimization's local New Zealand expertise.

HCL will work with Optimization to offer innovative and flexible solutions to New Zealand Government and enterprise customers that reliably deliver on their business goals. The strengths of both organisations will bring improved cost effectiveness, industry best practice, global capabilities and specialist skill sets to New Zealand organisations.

"Having successfully developed a strong New Zealand presence in over a decade, we are very excited about the partnership with Optimization that will prove to be a significant step forward in our plans to grow HCL's operations locally. This partnership will progress HCL's ability to deliver world class services to the industry at a highly competitive price point. We chose Optimization because of their long track record in New Zealand and their detailed understanding of the nuances in successfully winning and delivering business here" said Virender Aggarwal, Head of Asia Pacific, HCL Technologies.

Speaking on the partnership, Optimization's Chief Executive Officer, Rhoda Holmes, commented, "HCL has developed a very strong reputation in this part of the world. We are looking forward to working with them to extend our global delivery model and our existing capabilities in areas such as SAP services and large-scale application development."

"HCL's willingness to engage on a fixed outcomes basis and to share risk is in tune with our own business philosophy. In the current economic climate, we expect this approach to have broad appeal for New Zealand businesses looking to reduce costs and to get more business value out of their existing IT investments," Holmes concluded.



"HCL is particularly looking at making a significant contribution to the local economy and create a flurry of opportunities locally. A significant number of our existing staff is local hires and we expect to expand our training facilities with a new IT competency centre planned for Auckland in the next two years. By providing the training infrastructure, we are directly addressing the wider industry skills shortage and investing in the future of our business," Mr Aggarwal said.

The HCL-Optimization partnership will offer customers a solution mix from a range of partners including SAP, Oracle, Microsoft and EMC. Services will include business transformation, remote infrastructure management, business process outsourcing, Application Development & Maintenance, Testing, document management and BPM, SOA and Middleware upgrades.

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About HCL Technologies

HCL Technologies is a leading global IT services company, working with clients in the areas that impact and redefine the core of their businesses. Since its inception into the global landscape after its IPO in 1999, HCL focuses on 'transformational outsourcing', underlined by innovation and value creation, and offers integrated portfolio of services including software-led IT solutions, remote infrastructure management, engineering and R&D services and BPO. HCL leverages its extensive global offshore infrastructure and network of offices in 20 countries to provide holistic, multi-service delivery in key industry verticals including Financial Services, Manufacturing, Aerospace & Defense, Telecom, Retail & CPG, Life Sciences & Healthcare, Media & Entertainment, Travel, Transportation & Logistics, Automotive, Government, Energy & Utilities. HCL takes pride in its philosophy of 'Employee First' which empowers our 54,216 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 2.2 billion (Rs. 10,591 crores), as on 30th June 2009. For more information, please visit www.hcltech.com

About HCL Enterprise

HCL is a \$5 billion leading global Technology and IT Enterprise that comprises two companies listed in India - HCL Technologies & HCL Infosystems. Founded in 1976, HCL is one of India's original IT garage start-ups, a pioneer of modern computing, and a global transformational enterprise today. Its range of offerings spans Product Engineering, Custom & Package Applications, BPO, IT Infrastructure Services, IT Hardware, Systems Integration, and distribution of ICT products across a wide range of focused industry verticals. The HCL team comprises over 60,000 professionals of diverse nationalities, who operate from 23 countries including over 500 points of presence in India. HCL has global partnerships with several leading Fortune 1000 firms, including leading IT and Technology firms. For more information, please visit www.hcl.in

About Optimation

Optimation (www.optimation.co.nz) is one of the Top 25 New Zealand ICT companies in the MIS Strategic 100. The privately owned company was formed in 1992 and has offices in Auckland and Wellington with a staff of 150. Optimation designs and builds bespoke business software applications that enable New Zealand enterprises and government agencies to optimise their business systems and operate more efficiently. Our talents encompass .Net and Java application development, portals and online self-service solutions, complex integration and ERP services.

Forward-looking Statements

Certain statements in this release are forward-looking statements, which involve a number of risks, uncertainties, assumptions and other factors that could cause actual results to differ materially from those in such forward-looking statements. All statements, other than statements of historical fact are statements that could be deemed forward looking statements, including but not limited to the statements containing the words 'planned', 'expects', 'believes', 'strategy', 'opportunity', 'anticipates', 'hopes' or other similar words. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding impact of pending regulatory proceedings, fluctuations in earnings, our ability to manage growth, intense competition in IT services, Business Process Outsourcing and consulting services including those factors which may affect our cost advantage, wage increases in India, customer acceptances of our services, products and fee structures, our ability to attract and retain highly skilled professionals, our ability to integrate acquired assets in a cost effective and timely manner, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our



international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, the success of our brand development efforts, liability for damages on our service contracts, the success of the companies /entities in which we have made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property, other risks, uncertainties and general economic conditions affecting our industry. There can be no assurance that the forward looking statements made herein will prove to be accurate, and issuance of such forward looking statements should not be regarded as a representation by the Company, or any other person, that the objective and plans of the Company will be achieved. All forward looking statements made herein are based on information presently available to the management of the Company and the Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

For details contact 

Anthony Lowe

Porter Novelli, Sydney

Phone: +61 2 8987 2100

Email: alowe@porternovelli.com.au