



**HCL BPO and Ketera Technologies Announce Strategic Alliance to Provide Source-to-Pay Services**

*Ketera's On Demand Spend Management technology platform to power HCL BPO's full-scope procurement outsourcing services*

**Noida, India, and San Jose, Calif., February 11, 2009** – HCL Technologies Ltd.-BPO Services and Ketera today formally announced a strategic alliance to provide Source-to-Pay services. Through this partnership with Ketera, HCL BPO will deliver full-scope procurement outsourcing across industry verticals. Ketera provides a complete On Demand Spend Management suite which HCL deploys in its services to maximize efficiencies, reduce costs, and increase productivity for its clients. Ketera's robust technology platform will power HCL's unique Source-to-Pay services across Spend Management, e-Sourcing, e-Procurement and Contract Management.

Ketera's Spend Management technology platform gives mid and large size enterprises cost effective spend management solutions that reduce and control corporate spending for direct and indirect goods – creating auditable business processes that lead to corporate governance and compliance. Through this strategic partnership, HCL clients would benefit from Ketera's easily accessible Source-to-Pay applications, while leveraging HCL's wide-range of agile, core-backbone capabilities which will together enhance the procurement services outsourced.

"Ketera creates a source-to-pay loop to identify, capture and sustain bottom-line savings with spend analysis, sourcing, procurement, contract management, invoice management and supplier management. Our innovative Software as a Service (SaaS) based solutions provide a low risk, low cost way to deploy rapidly, eliminating the majority of IT costs or large up front license fees," said **Stephen Savignano, Chairman of the Board & Chief Executive Officer, Ketera Technologies, Inc.**

"HCL's Source-to-Pay services with Ketera technology platform will help large organizations to strategically outsource and thereby harness the value of industry innovations, while maintaining mission-critical operations in-house. Small and Medium enterprises can leverage these Source-to-Pay services to create a world-class supply chain and effective information management within an affordable budget," said **S Rajagopal, Head – KPO, HCL Technologies Ltd.-BPO Services.**

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### **About HCL Technologies Ltd. – BPO Services**

HCL Technologies Ltd. - BPO Services (HCL BPO) is one of the early players of Business Process Outsourcing. With several Fortune 500/Fortune Global 500 customers, 160+ processes and over 12,500 professionals operating out of India, UK and USA, HCL BPO has strong domain knowledge and runs quality driven processes. HCL BPO's focus verticals include Telecom, Retail & CPG, Banking & Financial Services, Insurance, Hi-Tech & Manufacturing, and Media Publishing & Entertainment. This apart, the company services various areas of operations that include Supply Chain Management, Finance and Accounting Services, Knowledge & Legal Services, Customer Relationship Management and Technical Support.

The organization ranks 3rd in the Employee Satisfaction Survey 2008 by DQ-IDC. HCL BPO ranks 4th globally in the Business Process Outsourcing vendors survey by Black Book of Outsourcing, 2008. IAOP ranks HCL BPO in the Leaders category of the 2008 Global Outsourcing 100. HCL BPO is the largest BPO service provider in Northern Ireland. For more information, please visit [www.hclbpo.com](http://www.hclbpo.com)

### **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 19 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 and Energies & Utilities. HCL takes pride in its philosophy of 'Employee First' which empowers our 52,957 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had last twelve months revenues of US\$ 2.0 billion (Rs. 8974 crores), as on 31st December 2008. For more information, please visit [www.hcltech.com](http://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. The 3-decade-old Enterprise, founded in 1976, is one of India's original IT garage start-ups. Its range of offerings spans Product Engineering, Custom & Package Applications, BPO, IT Infrastructure Services, IT Hardware, Systems Integration, and distribution of ICT products. The HCL team comprises over 58,000 professionals of diverse nationalities, who operate from 20 countries including 360 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](http://www.hcl.in)

### **About Ketera**

Ketera is the leading provider of On Demand Spend Management solutions. The company's groundbreaking vision and Software as a Service (SaaS) offerings are changing the economics of spend management, enabling businesses to control and reduce corporate spending as well as access the world's fastest growing community of buyers and suppliers. Ketera provides a complete suite of applications, services and community networks for spend analysis, sourcing, contract management, procurement, supplier enablement & content management, supplier performance management, and invoice management.

Since its inception, Ketera has supported enterprise customers of all sizes, industries and geographies, including numerous Fortune 500 companies. In 2007, Ketera surpassed \$17 trillion in spend analyzed and more than \$3 billion in transactions processed between buyers and suppliers. Many of the world's leading enterprise companies, including ServiceMaster, American Express, Kennametal, Con-way, and Northrop Grumman Corporation, depend on Ketera Spend Management to deliver real, hard-dollar savings quickly. Ketera's investors include Kleiner Perkins Caulfield & Byers, Emergence Capital Partners, Foundation Capital, and Integral Capital Partners.

For more information about Ketera and the Ketera Spend Management suite of services, please visit: <http://www.ketera.com>

## 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.

Other product or service names mentioned herein are the trademarks of their respective owners.

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