



HCL Partners with Washington Gas to Modernize Customer Service

Sunnyvale, CA and Noida, India – December 9, 2014 — [HCL Technologies](#), a leading global IT services company, today announced that it has signed an agreement with [Washington Gas](#), which distributes natural gas to about 1.1 million residential, commercial and industrial customers in the District of Columbia, Maryland and Virginia. Washington Gas is a subsidiary of WGL Holdings, Inc. (NYSE: WGL), a public utility holding company based in Washington, D.C.

HCL has been engaged to perform an application modernization for Washington Gas' legacy mainframe customer care and billing software, leveraging HCL's customer engagement expertise. HCL will provide Washington Gas with functional and technical deployment of SAP's customer relationship and billing software, ClickSoftware Workforce Scheduling and Optimization, and SAP's Mobile Work Manager application services, and hosting of non-production servers on the Microsoft Azure cloud platform.

"We required an enterprise application integration services partner who can help us transform our customer information systems and processes," said Nasser Akari – Division Head, Business

Transformation Office for Washington Gas. "HCL offers an impressive track record of SAP CRM and billing implementations for major utilities as well as a flexible and experienced deployment team to help us meet our goals."

"Yesterday's technologies cannot meet the expectations of today's consumer in terms of service and engagement. Utilities like Washington Gas are leveraging SAP and Microsoft's cloud technologies, both components of HCL's **Engage Platform for Utilities™**, to enhance customer service," said Todd Crandall, Executive Vice President - Public Services at HCL. "This program entails transformation that goes beyond system replacement by addressing the rising expectations of consumers and business benefits. We look forward to partnering with Washington Gas to deliver a digital transformation that will help boost its customer service delivery, leveraging Washington Gas' technology platform investments, and help meet the company's operational goals."

With HCL's assistance, Washington Gas will replace a decades-old mainframe billing solution, along with its scheduling and dispatch mobile workforce solution, with a single, integrated and more efficient platform. The new solution is expected to help reduce integration complexity across the company's billing and customer service IT applications. It will also enhance call center and field operations processes, while giving the company improved control and reconciliation of utility billing. The engagement period with HCL is for 30 months.

For more information about HCL enterprise application services for utilities, visit <http://www.hcltech.com/enterprise-application-services/utilities>.

About WGL Holdings, Inc

NYSE: WGL is a leading source for clean and efficient energy solutions. Through our affiliates and strategic relationships, WGL offers a diverse set of energy sources including natural gas, wind, and solar as well as a range of energy solutions – generation, storage, transportation, distribution, supply, and efficiency – which serve customers in more than 30 states. WGL has five main operating units: Washington Gas Light Company, a regulated natural gas utility serving approximately 1.1 million customers in the metropolitan Washington, D.C. area; Washington Gas Energy Services, Inc., one of the largest natural gas, electricity and green energy suppliers in the Mid-Atlantic; Washington Gas Energy Systems, Inc., a distributed generation and energy efficiency business, offering solar, fuel cell, combined



heat and power, and other technologies across the United States; WGL Midstream, a midstream energy services business, investing in and optimizing natural gas pipelines and storage facilities in the Midwest and Eastern United States; and Hampshire Gas, a natural gas storage business which owns and operates facilities in and around Hampshire County, West Virginia. As product and service innovation are critical for value creation and sustaining growth, we are continuously increasing our assets and investments in targeted clean energy sectors. This strategy supports WGL's core business, as well as provides opportunity for growth through partnerships and investments. WGL's diversity is its strength. We are dedicated to the sustainability of our business, the customers and communities we serve, and the environment. To learn more, visit www.wglholdings.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 emergence on global landscape after its IPO in 1999, HCL has focused on 'transformational consulting and outsourcing', underlined by innovation and value creation, offering an integrated portfolio of services including software-led IT solutions, remote infrastructure management, engineering and R&D services and Business services. HCL leverages its extensive global offshore infrastructure and network of offices in 31 countries to provide holistic, multi-service delivery in key industry verticals including Financial Services, Manufacturing, Consumer Services, Public Services and Healthcare & Life sciences. HCL takes pride in its philosophy of 'Employees First, Customers Second' which empowers its 95,522 transformers to create real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 5.5 billion, as on 30th September 2014 (on LTM basis). For more information, please visit www.hcltech.com

About HCL's Engage Platform for Utilities



HCL's **Engage Platform for Utilities**[™] is a pre-architected omni-channel customer experience and billing transformation offering. **Engage** leverages *production-proven* gold-standard utility processes and operating practices that guarantee operational benefits and outcomes. **Engage** customers can choose which **Engage** components they deploy, how they are provisioned, operated and supported to balance the desired cost, risk, and control objectives. For more information on the **Engage Platform for Utilities**[™] please visit <http://www.hcltech.com/energy-and-utilities/Engage> or email us at engageme@hcl.com

HCL 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.

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