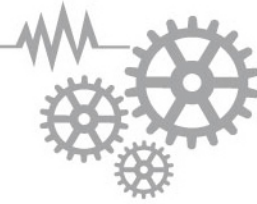




**REALIZE BUSINESS BENEFITS WITH
HCL'S INFOR SERVICES**



ACCESS THE SKILLS AND SOLUTIONS OF THE WORLD'S FASTEST-GROWING IT CONSULTANCY

Our customers have made HCL Technologies the world's fastest-growing IT consultancy- because they know we understand their challenges. HCL's experience, resources and tools can help you get the most out of your IT environment.

As a leading global IT services company, HCL offers an integrated portfolio of services across four core areas vital for today's enterprise:

- Applications Services
- Infrastructure Services
- Business Process Outsourcing
- Engineering Services

Using our end-to-end IT capabilities-from systems integration to application maintenance and support- we deliver value-driven solutions designed to help you maximize your return on investment, enhance business productivity and reduce the total cost of technology ownership.

Leverage our global network of expertise

HCL business and technology consultants bring in-depth knowledge and expertise across a broad spectrum of industries and disciplines. . Our extensive global team of more than 110,000 employees with a network of offices in 31 countries helps optimize leading technologies to drive real business value for our clients.

Our benefits-led approach allows us to recommend the best tools and solutions to meet your needs, and incorporates best practices learned through years of complex engagements. We help you realize the true benefits of your technology investments by aligning IT with business goals and strategies.

Optimize resources, reduce risk and improve IT agility

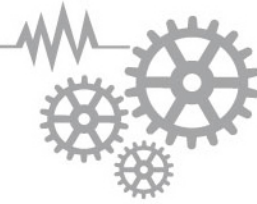
HCL is rewriting the rules of service delivery to bring a fresh perspective and alternative approach to enterprise environments.

Our unique delivery model integrates on-site business transformation consulting services with near-shore and offshore technical development and support to make sure our clients receive the optimal solutions at the right price.

Through the use of our offshore centers of excellence, we are able to accelerate implementation, while reducing the risks and costs associated with global deployment. We combine our localized on-site, offshore and near-shore expertise with effective collaboration and crowdsourcing methods to develop innovative shared resource models for cloud delivery.



HCL leverages its extensive global team in 31 countries to provide holistic, multi-service delivery in key industry verticals.



REALIZE BUSINESS BENEFITS WITH HCL'S ENTERPRISE APPLICATION SERVICES

With enterprise applications witnessing a shift towards the adoption of cloud and utility model, companies are unable to capitalize on the benefits of newer technologies. Even though organizations are increasingly shifting to a SaaS based model, they prefer to maintain an on premise footprint due to certain process dependencies and cost management.

HCL's alliance with Infor aims to leverage its global integrated delivery model to build innovative solutions designed to help Infor's customers become more responsive to the aforementioned market changes. At HCL, we help you to shift your IT costs from traditional legacy systems to new disruptive technologies – Cloud & Mobility. These disruptive technologies will allow you to experience Enterprise resources functioning in your context, creating entirely new services that deliver business benefits through phenomenal employee & customer experiences.

Think Beyond Applications

As an industry leader in the deployment of enterprise software, HCL can help you understand and optimize the investments in your applications and disruptive technologies that can improve business performance.

Our Digital Systems Integration (Digital SI) services are designed to support each step towards realizing business benefits:

- Modernization of your applications portfolio. We provide a current state assessment of your organization's IT landscape, seeking out the lowest-cost operating model for your business. After an in-depth analysis of your as-is state, we recommend the minimum viable product needed to achieve a balanced, cost-effective portfolio- including cloud-based platforms and scalable infrastructure.

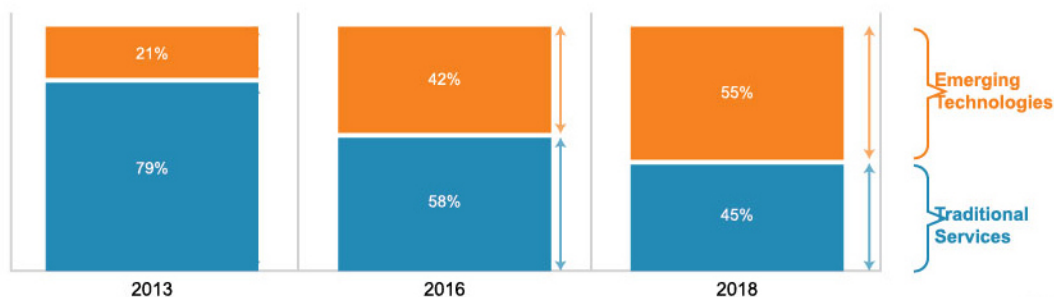
Streamline Applications Services

With more than 40,000 consultants across multiple enterprise products and supporting hundreds of clients globally, HCL Application Services offers a comprehensive suite of services that are flexible, scalable and customized to meet your needs.

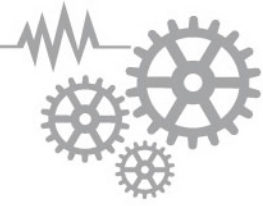
- Integrated service offerings for end-to-end global applications lifecycle management
- Creative commercial models that allow for business-aligned and outcome-based contracts
- Deep solutions capabilities and skills across key industry verticals
- A focus on value creation through collaborative innovation and client relationships
- Custom applications development designed and delivered by a team of highly adept technology specialists

- Simplification of your data fabric. We make sure you deploy the optimal systems to integrate data from new and existing sources to streamline data flow and automate and optimize decision making.
- Digital transformation. Our digitalization capabilities leverage the disruptive technologies most appropriate for your enterprise. By refocusing and reorganizing applications to optimize and integrate digital touchpoints, you're able to find new opportunities to improve collaboration, enhance decision making, tap new revenue streams and serve your customers better.

IT Spend on Traditional vs. Emerging Technologies



Gartner, 2013



Manage your applications portfolio seamlessly with HCL ALT ASM™

Traditional applications support and maintenance (ASM) outsourcing focuses on ticket resolution with narrow visibility into service delivery and a limited ability to support dynamically changing business demands. HCL ALT ASM™ services delivers a guaranteed 30 percent cost reduction in ASM spend—and surpasses traditional ASM services with a proactive obsolescence approach that provides:

- Incremental value by simplifying your application landscape
- Improved velocity and agility by proactively eliminating incidents
- Increased visibility and transparency by mapping to business process key performance indicators instead of narrow IT service-level agreements

ALT ASM engagements empower proactive management of technology obsolescence and are measured rigorously on generating greater value through:

- Guaranteed 30 percent cost reduction using the ALT ASM framework, HCL's gold standard for ASM
- Differentiated service delivery
- Reinvestment of 3 to 10 percent of total contract value as value generation, in the form of transformational consulting assignments

ALT ASM helps improve velocity through:

- Enhanced platform stability enabled by proactive and predictive delivery and reduced risk through engagement flexibility
- Improved agility through the business-aligned target operating model
- Using LEAN practices to eliminate waste and non-value-add activities, leading to increased efficiency and faster delivery

ALT ASM increases visibility through:

- Significant application landscape optimization and modernization, leading to a reduction in total cost of ownership
- Proactive business process monitoring for key processes impacting business KPIs
- Engagement visibility and transparency of service quality through co-managed IT

OUR EXTENSIVE INFOR EXPERTISE

HCL is Infor's Global Alliance Partner, and with over 500 consultants has one of the largest Infor practice globally. This practice is focused on providing package and platform-led services ranging from blue printing, development, deployment, global rollouts, helpdesk support, to application maintenance in areas such as ERP, HCM, CRM and SCM. It uses a platform-focused approach to provide technology-based business optimization while aligning itself with Infor's micro vertical strategy across Aerospace, Automotive, Hi-Tech, Industrial, Retail, CPG, Healthcare, Public Services, Hospitality and Pharma

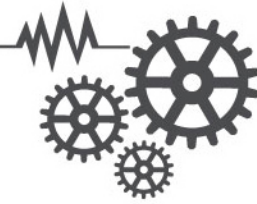
Maximize the value of your Infor investments

To compete in today's digital age, enterprises are under increased pressure to optimize costs and align IT with business outcomes. Use our extensive domain expertise and skilled Infor experts to help validate the cost of your Infor investment—and understand the viability, benefits and risks of potential alternative cost-reduction strategies, such as instance consolidation and global deployment.

Our streamlining of Infor environments goes beyond immediate cost savings. We also examine ways to reinvest these savings into emerging digital technologies to drive more business innovation and improve performance.

Through our next-generation Infor solutions, we help you digitalize your IT landscape and provide quantifiable business benefits:

- Enhance customer experiences and internal processes by continuously connecting people with information and streamlining communications across platforms
- Uncover more value and increase business insights using Infor's next generation solutions such as BI, ION & Ming.le



HCL – INFOR PARTNERSHIP OVERVIEW

HCL Infor 360 Degree Partnership Ecosystem



Global Scale and Capabilities

500+ Infor Consultants

End-to-End Offerings and Product Coverage

Consulting, Transformation and Support Services

Differentiated Systems Integration and ASM Models

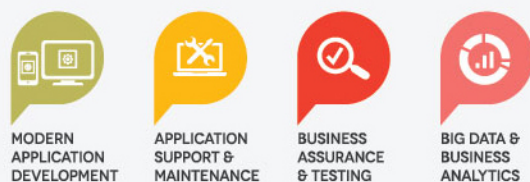
Strategic Infor Partnership

Infor Global Alliance Partner, Product Development partner, UpgradeX Partner

Vertical Coverage



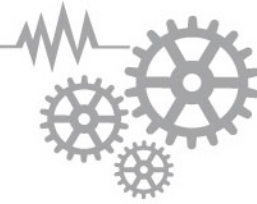
Service Coverage



Functional Coverage



HCL's Infor consultants bring in-depth industry expertise and best-practice functional knowledge that addresses critical strategic, operational and information management challenges.



APPLICATION
SUPPORT &
MAINTENANCE



BIG DATA &
BUSINESS
ANALYTICS



BUSINESS
ASSURANCE
& TESTING



CLOUD, DIGITAL
EXPERIENCE &
MOBILITY



COLLABORATION,
CONTENT & SOCIAL



CUSTOMER
RELATIONSHIP
MANAGEMENT



DIGITAL
SYSTEMS
INTEGRATION



E-COMMERCE
& OMNI-CHANNEL



ENTERPRISE
RESOURCE
PLANNING



HUMAN
CAPITAL
MANAGEMENT



MODERN
APPLICATION
DEVELOPMENT



PLATFORMS &
INTEGRATION

About HCL

With revenues of \$6.5 billion, employing 95,000 technology experts and operating in 31 countries worldwide, HCL is a leading global technology services provider. HCL helps our clients transform their business and IT assets, deliver complex Digital Systems Integration programs and operate their application and infrastructure estates.

HCL's Digital Systems Integration business works with our clients to drive business outcomes through large IT program delivery. We employ 15,000

systems integration experts. We are established partners with leading enterprise application providers- Infor, SAP, Oracle and Microsoft.

Our propositions include:

- Global deployment
- Instance consolidation
- Fundamental cost reduction
- Target operating model transformation
- Benefits delivery
- Large program management
- Applications development
- Design, build and run services

True global delivery

HCL operates as a single global organization, allowing us to deploy consulting teams that leverage proven industry and solution best practices from our offices and delivery centers around the world.

Key Contacts : Rajesh Krishnan, AVP, HCL Infor Practice (krishnan.r@hcl.com)



www.hcltech.com

Hello there! I am an Ideapreneur. I believe that sustainable business outcomes are driven by relationships nurtured through values like trust, transparency and flexibility. I respect the contract, but believe in going beyond through collaboration, applied innovation and new generation partnership models that put your interest above everything else. Right now 95,000 Ideapreneurs are in a Relationship Beyond the Contract™ with 500 customers in 31 countries. How can I help you?

Relationship[™]
BEYOND THE CONTRACT

HCL