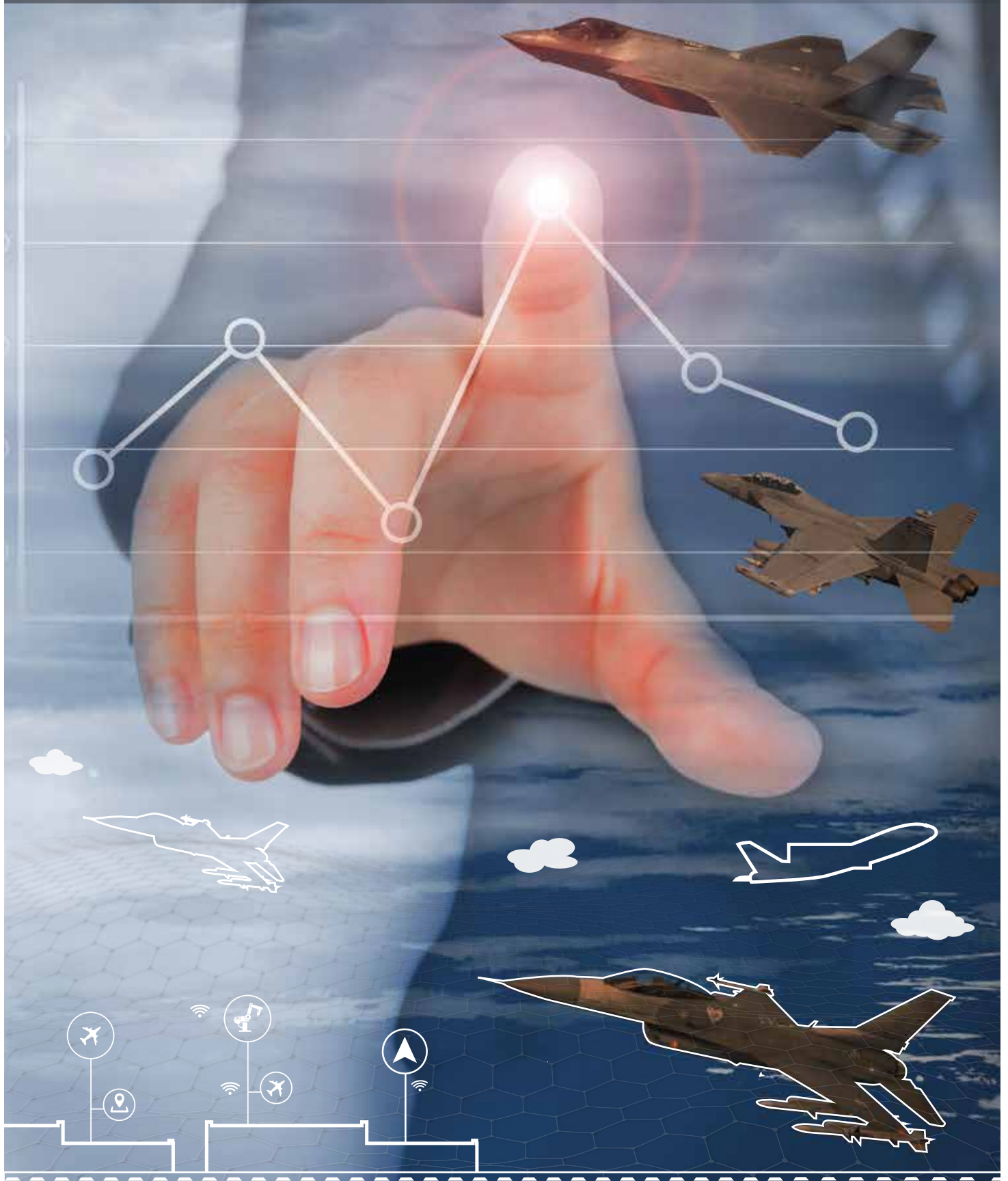


HCL AEROSPACE & DEFENSE (A&D)

BUSINESS CONSULTING

Business Transformation Reimagined



FORCES IMPACTING A&D COMPANIES

Customers want more for less



Pressure on revenue and margins

Managing the speed of technology change



Finding insights in massive amounts data

Need for more supply chain agility



Globalization

New competitors with disruptive business models



Proliferation of cyber threats

Growth in regulations



Driving real business value from 21st Century technologies
(Converting Acronyms into money)

Aging workforce



"Amazon" effect on customer expectations

Competitive Budgets



RPA



Blockchain



ML/AI



IoT



In-Memory



Cloud



Analytics



Big Data

AREAS OF OPPORTUNITY IN A&D



Responsive Supply Network - Many companies have a large complex supply chain network requiring many processes and tools to plan, manage and maintain visibility to their material flows. Clients are seeking new solutions to simplify the environment and obtain better visibility across their supply chain.



Business Capture & Program Delivery -

The management of multimillion dollar contracts and huge backlogs are key challenges for big A&D players. A lack of integrated view and transparency at various levels of the value chain is not only difficult to maintain but also a critical task to accomplish.



Designing & Building Complex Products - Coordinating product design, shop floor planning, manufacturing execution and assembly operations is a complex task. Quickly responding to design changes while maintaining world-class quality can be a challenge in long-cycle, highly regulated businesses like A&D.



Aftermarket Services - A&D

companies need to rethink their strategy to ensure that the right parts are at the right place, at the right time and at the right cost. Delay in one area of the cycle can have a chain reaction effect, resulting in lost revenue. Utilizing tools to understand real-time predictive maintenance status and demand will be a key success factor.

HCL A&D CONSULTING CAPABILITY IN THE A&D VALUE CHAIN



FINANCE

- Inventory Valuation
- Working Capital Analysis
- AR/AP efficiencies
- Process vs Project Accounting Analysis
- Research & Advisory Services for FASB Accounting Updates
- Contracts, Pricing & Billing Advisory Services (AOPB, EVMS, GPD)



PROCUREMENT/ SOURCING

- Part Master Standardization (Driven by A&D Taxonomy)
- Global Sourcing Evaluations
 - Aerospace Electronics
 - Aerospace Components (C-Class parts)
 - Precision Metals
- Procurement/Sourcing Analytics
- E-commerce Fulfillment Advisory



SUPPLY CHAIN MANAGEMENT

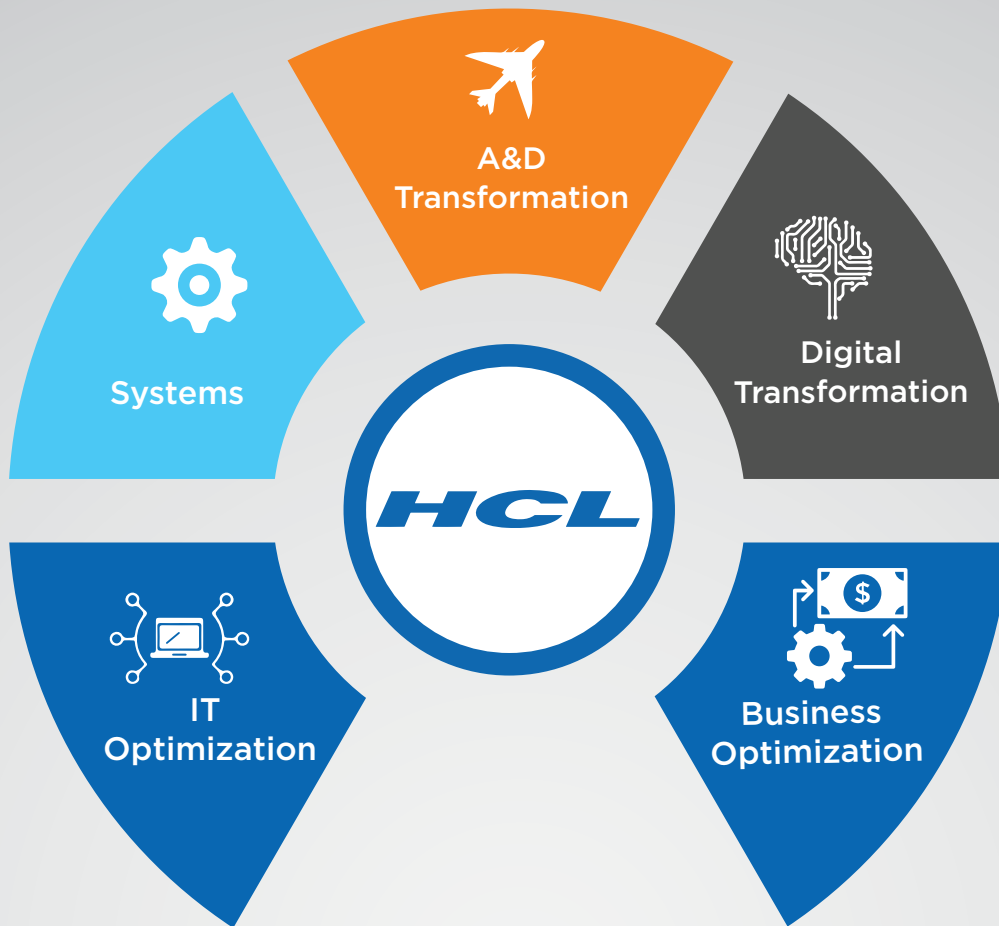
- Inventory, Demand & SIOPI Advisory Services
- Business Performance Improvements
 - Transportation Spend Optimization
- Supply Chain Network Models
- Global Trade & Compliance-Advisory
- Advanced Automation & Integration for Quality
- Technology Consulting
 - Warehousing/Distribution
 - Advanced Automation & Integration for Quality



AFTERMARKET

- Develop & Implement Sustainable MRO Shop Strategies
- MRO Process Optimization
- Insights on Operational & Maintenance Data Utilizing 21st Century Technologies
- Connected Maintenance Shop Floor Advisory Services

FINDING AN EXPERIENCED, CAPABLE PARTNER



A&D Transformation Requires the Synchronization of Change across Business Processes, Employee Culture and Systems

YOU NEED A PARTNER WITH



Long history of driving value within A&D



A&D Engineering capability and experience



Deep knowledge of technology enablers



Strong relationships with technology providers



Track record of coordinating IT change, business process change and culture change



Predefined, A&D applicable frameworks, processes, hierarchies and nomenclature

HCL'S ACTIVITIES WITH AEROSPACE AND DEFENSE

Core Areas of Strength

\$500 million in global revenues enabled across **30+** active customers delivered by **4000+** business transformation consultants, architects, practitioners and engineers.



IT application & infrastructure, and sourcing modernization

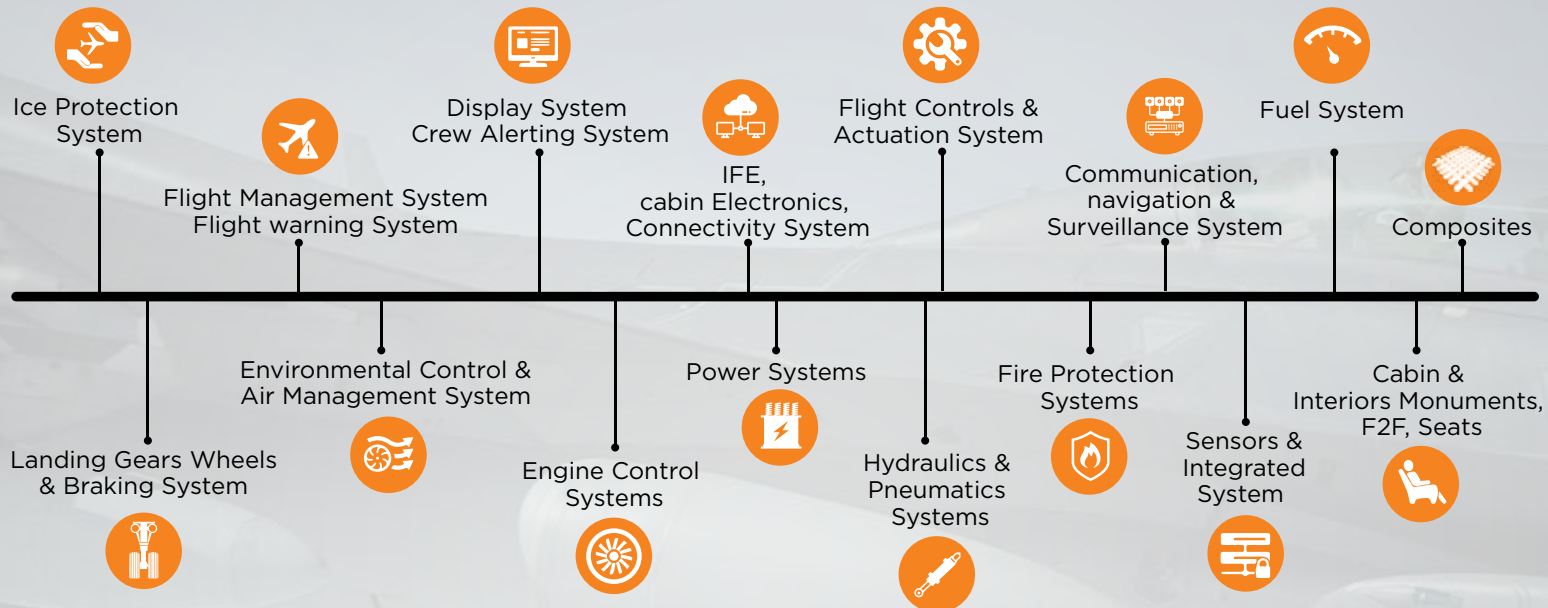


Converging IT and engineering services



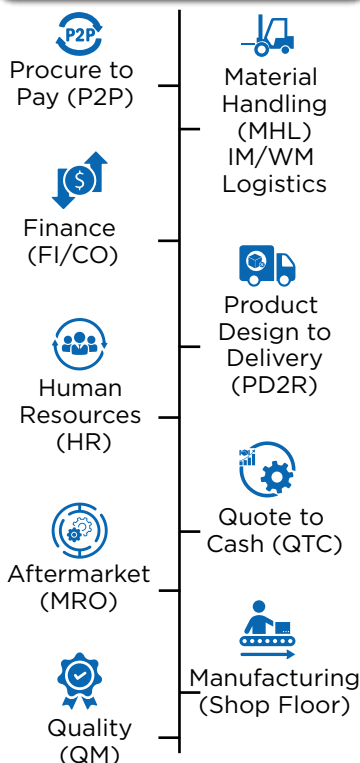
Enterprise business transformation services

ENGINEERING EXPERIENCE



BUSINESS TRANSFORMATION EXPERTISE

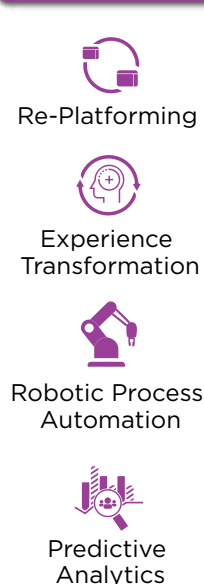
ENTERPRISE BUSINESS TRANSFORMATION



AEROSPACE & DEFENSE SPECIFIC FUNCTIONALITY



TECHNOLOGY ENABLEMENT



OUTSOURCING & INDUSTRY 4.0 ENABLEMENT





TOOLS & INTELLECTUAL PROPERTY (IP)



A&D Master Data Taxonomy



DSI (Demand Supply Inventory) Evaluator, iSCM - Transforming Supply Chain



280+ Tailored BPML Scope Documents for A&D



iMRO/Gen2MRO best practices & knowledge academy for Aerospace and Defense

BUSINESS IMPACT DELIVERED



About Customer	Business Consulting Experience and Capability Delivered	Fit-Gap Analysis	Transformation Roadmap	Benefit Case
An American company that supplies command and control, communications, intelligence, surveillance and reconnaissance (C3ISR) systems and products, avionics, ocean products, training devices and services, instrumentation, aerospace, and navigation products.	Supply Chain and Component Manufacturing	✓	✓	
A large OEM that designs, develops, manufactures, markets, and services business jet aircraft. It has produced more than 2,000 aircraft since 1958.	Global Digital Logistic Center (including SAP EWM Fitment)	✓	✓	
World's largest global airline with an extensive international and domestic network.	Inventory Management	✓	✓	✓
An American company, manufacturing & distributing heating, ventilating and air conditioning (HVAC) systems. With over 45,000 employees serving customers in 170 countries on six continents.	Connected Factory (MOM, Supplier Collaboration)	✓	✓	✓
An American chemical conglomerate based in Columbia, Maryland. It has approximately 3,700 employees globally, with the annual sales over US \$ 1.72 billion.	Supply Chain Planning & Forecasting	✓	✓	✓
A Leading American company with annual revenue in excess of \$11B, based out of Plano, Texas. The Company employs more than 25,000 employees and operates more than 120 offices, manufacturing plants, warehouses and distribution centers across North America.	End to End Supply Chain Fit/Gap of S/4HANA 1709	✓		



Roy T. Davis

(RT) Roy T. Davis has over 25 years of experience in providing business consulting through his deep expertise in Aerospace & Defense industry for business processes best practices, solution assessments and reference architecture. During his 10 year tenure at Spirit AeroSystems, RT was responsible for business relationship management, enterprise strategy and architecture and SAP Solution Center of Excellence. Prior to Spirit, RT was with Deloitte Consulting for 12 years in the Aerospace and Defense consulting practice. RT holds a Bachelor of Science degree and an MBA from Wichita State University.



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Matthew Cordner

Matthew Cordner began his career at Bell as a design engineer on the V-22 program and subsequently held a variety of leadership positions in Engineering, Manufacturing, R&D, Program Management, Manufacturing Engineering, Production Control and Quality. Matthew has managed numerous aircraft, technology, process improvement and software implementation projects during his 33 year tenure at Textron. Matthew was Executive Director of Xworx, Bell's R&D organization responsible for developing innovative technologies as well as building and testing flying prototypes for Bell's next generation of vertical lift aircraft. Matthew holds a Bachelor of Science degree in Mechanical Engineering from Missouri University of Science and Technology.



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Sharad Maheshwari

Sharad Maheshwari has over 22 years of experience in providing business research and advisory services with industry sectors like Mill Products (Metals, Specialty Material), Space, Aerospace & Defense and Manufacturing Automation Technology. During his tenure with systems, software & technology solution providers like Siemens, SAP and HCL, Sharad was responsible to build Market/Industry Analysis, Product Management and Solution Benchmarking. Sharad holds a Bachelor of Engineering (Hons) and an MBA (Hons) degree from University of Mumbai.



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Relationships
BEYOND THE CONTRACT

HCL