



## Tele2 and HCL Technologies form Strategic Alliance

### The alliance will address M2M and IoT Opportunities in Europe

**Stockholm, Sweden, Noida, India** – March 5, 2015 – [HCL Technologies](#) and [Tele 2](#), one of the leading European telecommunications operators today announced a strategic partnership to address the substantial market opportunities for Machine-to-Machine (M2M) and Internet of Things (IoT) solutions in Europe.

By focusing on the Healthcare segment in Europe, the two companies will jointly address one of the fastest growing areas of the M2M/IoT market. For example, in healthcare the two companies are planning to develop remote patient monitoring systems that are enabled through smartphones. HCL and Tele2 will work together in an effort to reduce transactional and operational costs for their partners, whilst tapping into the lucrative revenue opportunities that exist within the European IoT/M2M market.

HCL will be responsible for the implementation, integration, roll-out and ongoing support of M2M/IoT solutions, in addition to device connectivity through its flagship Device Gateway product – Aegis. This becomes feasible through Tele2's Control Center, which is the market leading M2M/IoT connectivity platform in the world.

**Rami Avidan, Commercial Director at Tele2 M2M Global Solutions** said, "We are delighted to partner with a company that has such strong M2M and IoT capabilities as HCL. Our unique and focused partnership approach to the M2M and IoT market has so far proven very successful, enabling us to concentrate on creating the best possible value solutions to address our customers' needs. Through partnering with HCL, we will now be able to tap into the healthcare vertical with an extremely competitive offering."

**Sukamal Banerjee, Senior Vice President, ERS, HCL Technologies** said, "We are very pleased to partner with Tele2 and look forward to developing new and exciting M2M and IoT opportunities together in Europe. Tele2's dedicated and fully integrated business unit for M2M solutions demonstrates its clear commitment to this market; earmarking it as our clear partner of choice."

HCL's carrier grade M2M/IoT platform, along with its Device Gateway Solution, Systems integration and Roll-Out, and adjacent sector expertise; combined with Tele2's 2G/3G and next-generation 4G connectivity services and dedicated Operations Control Centre, will offer a holistic solution to support the stringent business needs of businesses in the M2M/IoT space.

#### 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 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's organizational beliefs of 'Employees First, Customers Second', 'Trust, Transparency and Flexibility', and 'Value Centricity' empower its 100,240 Ideapreneurs to create real value for customers by delivering a Relationship Beyond the Contract. HCL Technologies, along with



its subsidiaries, had consolidated revenues of US\$ 5.7 billion, as on 31st December 2014 (on CY basis). For more information, please visit [www.hcltech.com](http://www.hcltech.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.

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