RELEASE

HCL AXON Accomplishes Large-Scale Implementation of SAP® Solutions at Norfolk Southern

London, UK/Noida, India, **31st July 2012** - HCL AXON, the Enterprise Application Services division of HCL Technologies, announced that it has successfully implemented Norfolk Southern Corp.'s "Synergy" project, encompassing significant world-class business processes based on SAP® solutions and stabilization support at one of the nation's premier transportation companies. The replacement of 40-plus systems addressing the areas of financial management, human capital management and material management, speaks to the complexity and scale of this two-year program. A business-centric 'Center of Excellence' known as the *Synergy Center* has been established for the on-going operations, releases and optimization of SAP solutions.

HCL AXON was selected to provide system integration services as the team worked to enhance the infrastructure at Norfolk Southern to meet the changing demands of the business. The deployment of a robust SAP solution-based platform has enabled a real-time, fully integrated, and cohesive system, and will further enable future back-office transformation across other business functions. Norfolk Southern is presented with the opportunity to take a holistic view of these business improvements and to implement best practices that have evolved in the marketplace.

"Norfolk Southern embarked on a significant initiative to replace many of our systems with an integrated SAP environment for financials, human resources and materials management," **said Ben Chapman, assistant vice president SAP integration for Norfolk Southern**. "As part of this effort, we brought in consulting expertise to assist. This was a large and complex two-year implementation, and we asked our consulting experts to partner with some of our most talented internal resources. Strategically, we believe that the success of the final implementation will further benefit Norfolk Southern as we continue to use and optimize the SAP solution in the way we do business."

Steve Cardell, president, HCL AXON said, "Norfolk Southern has the tools in place to effectively utilize the integrated SAP solution to make significant changes that will enable accurate and timely information to optimise their business processes and achieve their longer-term growth objectives. With our proven track record within the Travel, Transportation and Logistics industry, HCL AXON has the experience and commitment to offer world-class integrated technology solutions allowing companies across the globe maintain their competitive edge."

An organizational change management program was implemented by HCL AXON to prepare Norfolk Southern's organization, including nine business process owner (BPO) departments and three extended stakeholder groups that remained actively involved throughout the project lifecycle for the back-office changes. This incorporated the engagement of more than 100 Norfolk Southern Change Agents throughout the project, 400 communications, and the availability of more than 400 training tools, quick reference guides and coaching sessions to manage the large-scale implementation.

HCL AXON has a long and consistent track record of successfully delivering world class transformation capabilities for the Travel, Transportation and Logistics industry that cover a broad range of business challenges and opportunities including, but not limited to Enterprise Asset Management, Workforce Deployment & Optimization, Revenue & Cost Management, Corporate Performance, Global Trade & Compliance and Enterprise Resource Planning. For further information, please visit: http://www.hcl-axon.com/Industries/travel-logistics/

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 26 countries to provide holistic, multi-service delivery in key industry verticals including Financial Services, Manufacturing, Consumer Services, Public Services and Healthcare. HCL takes pride in its philosophy of 'Employees First, Customers Second' which empowers our 84,319 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US$ 4.2 billion ('21,031 crores), as on 30 June 2012 (on FY'12 basis). For more information, please visit www.hcltech.com

About HCL Enterprise

HCL is a $6.2 billion leading global technology and IT enterprise comprising two companies listed in India – HCL Technologies and HCL Infosystems. Founded in 1976, HCL is one of India's original IT garage start-ups. A pioneer of modern computing, HCL is a global transformational enterprise today. Its range of offerings includes product engineering, custom & package applications, BPO, IT infrastructure services, IT hardware, systems integration, and distribution of information and communications technology (ICT) products across a wide range of focused industry verticals. The HCL team consists of over 90,000 professionals of diverse nationalities, who operate from 31 countries including over 500 points of presence in India. HCL has partnerships with several leading global 1000 firms, including leading IT and technology firms. For more on HCL, please visit www.hcl.com

About HCL AXON

HCL AXON (www.hcl-axon.com), a division of HCL Technologies, is a Business Transformation consultancy that delivers significant value to large, complex organizations through the innovative implementation and support of enterprise applications. HCL AXON has a significant number of the industry's most experienced professionals specializing in the delivery of sustained business improvement through technology enabled transformation programs. HCL AXON's consultants bring in-depth industry expertise alongside best practice functional knowledge to address the strategic, operational, information management and organizational effectiveness challenges faced by organizations today.

HCL AXON is renowned for its global ability to help clients define more ambitious strategies, build more effective organizations and shape more successful futures. For more information, please visit www.hcl-axon.com

About Norfolk Southern

Norfolk Southern Corporation is one of the nation's premier transportation companies. Its Norfolk Southern Railway subsidiary operates approximately 20,000 route miles in 22 states and the District of Columbia, serves every major container port in the eastern United States, and provides efficient connections to other rail carriers. Norfolk Southern operates the most extensive intermodal network in the East and is a major transporter of coal and industrial products. For more information, please visit www.nscorp.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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For details contact

Elka Ghudial
HCL AXON
+44 (0) 7973 567 131
elka.ghudial@hcl.com

Ajay Davessar
HCL Technologies Ltd
+911202441259
ajay.davessar@hcl.com

