

PRESS RELEASE

HCL Technologies announces expansion to Smart Grid Partner Ecosystem

HCL forges new partnerships with eMeter and Tridium to address utilities challenges

Sunnyvale, Calif. /Noida, India - March 17, 2011 - HCL Technologies (HCL), a leading global IT services provider, today announced a significant expansion of its smart grid partner ecosystem by forging strategic alliances with two leading data management software firms focused on the smart grid market: eMeter and Tridium. The creation of smart grids includes the modernization and digitization of aging power grids.

These partnerships enable the integration of real-time data management and analytical software with HCL's comprehensive suite of services to help utilities transform their existing infrastructure from traditional power grids to smart grids more efficiently. Additionally, the partnerships will further accelerate HCL's strategy to become an end-to-end integration services provider to the utilities companies.

According to Pike Research, the smart grid managed services market is expected to become a multi-billion dollar market by 2015. In 2011, the market reached \$821 million, a 75 percent growth rate over 2010.

"HCL has made a global commitment to utilities customers in enabling them to address their most pressing challenges by helping them assess and roll-out smart grid programmes in all the major power markets," said **Rajeev Sawhney, the Global Head of Public Services for HCL Technologies**. "Through the partnerships with these industry leaders, we aim to build on our domain competencies and offer best-in-class smart grid solutions that give our customer maximum value and competitive advantage.

The new HCL partnerships include:

- Working with eMeter, a leader in energy data management, to increase the efficiency of data processing at utilities by providing a more secure, reliable distribution and consumption of energy.



- A partnership with Tridium, a global leader in open platforms, application software frameworks, automation infrastructure technology, energy management and device-to-enterprise integration solutions, to help HCL increase operational efficiency of utilities by building and automating smart energy consumption management and control systems. Tridium's Niagara Framework®, a software platform that integrates diverse systems and devices operates in real-time to integrate the diverse building systems of a utility to ensure environmental sustainability.

"eMeter is very excited about working with HCL," said **Lisa Caswell, VP Worldwide Alliances at eMeter**. "Together we will be able to showcase the best of both firms and offer a true end-to-end smart grid solution to utilities companies in a very competitive market."

"The Tridium Niagara Framework is an ideal development platform for HCL that will add another layer of innovation and support to their industry leading smart grid product solutions and turnkey services," said **Marc Petock, Vice President, Global Marketing and Communications, Tridium**. "We look forward to helping HCL deliver next-generation smart grid services to their end customers."

HCL's Smart Grid Lab:

Recognizing that an array of technologies are required to efficiently run a smart grid network, HCL Technologies has identified and partnered with eMeter, Tridium and other companies and is working extensively with each partner in HCL's Smart Grid Lab. The HCL Smart Grid Lab assists customers in developing a Smart Grid solution adoption roadmap, identification of best suited solution, collaborating with partners in testing solution models, reducing risk, and meeting time-to-market, etc.

About HCL

HCL is a \$5.5 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 77,000 professionals of diverse nationalities, who operate from 29 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 information, please visit www.hcl.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 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 'Employee First' which empowers our 72,267 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 3.1 billion (Rs. 14,101 crores), as on 31st December 2010 (on LTM basis). For more information, please visit www.hcltech.com

About eMeter

eMeter provides essential software that enables electric, gas and water utilities to realize the full benefits of Smart Grid. Leading utilities worldwide depend on eMeter Smart Grid Management software to reduce operational costs, improve customer service, and drive energy efficiency. With the most large-scale deployments in the industry and strategic partnerships with Accenture, IBM, SAP, and Siemens, eMeter has built a reputation for unparalleled expertise that ensures customer success. Additional information about eMeter is available at www.emeter.com.

About Tridium Inc.

Tridium is the global leader in open platforms, application software frameworks, automation infrastructure technology, energy management and device-to-enterprise integration solutions. Software frameworks from Tridium extend connectivity, integration and interoperability to the millions of devices deployed in the market today and empowers manufacturers to develop intelligent equipment systems and smart devices that enable collaboration and communication between the enterprise and edge assets.

Additional information about Tridium is available at www.tridium.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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