HCL to Showcase Innovative and Customer-Centric Solutions at Oracle OpenWorld 2013

Empowering Clients to Optimize the Value of their Oracle Investments

San Francisco – 23rd September 2013 HCL Technologies (HCL), a leading global services provider and Platinum-level member of the Oracle PartnerNetwork (OPN) is proud to be a Grande sponsor of Oracle OpenWorld. The global flagship event for Oracle business and technology users will be taking place from September 22nd to 26th in San Francisco where HCL will showcase its alternative approach to systems integration and application support and maintenance (ASM) for large and complex Oracle engagements.

Steve Lanchak, Senior Vice President, Global Oracle Practice, HCL said, "Over the last decade, HCL has enabled organizations across industries to implement innovative Oracle solutions and strategies in addressing their most critical business needs. We are excited to participate at Oracle OpenWorld to share our strong transformational capabilities and unique alternative propositions in driving client success."

HCL has helped its clients' like Mahindra Comviva and Agilent Technologies maximize the business value from their Oracle investments. HCL empowered Mahindra Comviva to streamline and reorient its sales process by replacing its legacy Customer Relationship Management (CRM) system with Oracle Sales Cloud (Fusion CRM). This transformational drive has enabled Mahindra Comviva to focus more efficiently on sales effectiveness by providing its sales force with a 360 degree view of its customers; enhanced sales pipeline visibility for senior management and improved collaboration between its sales teams.

"We selected HCL Technologies as our implementation partner for their extensive experience in Oracle CRM and Oracle Fusion Applications. HCL followed a very structured approach and deployed the solution in just 12 weeks' time. Their rapid start methodology ensured business participation through the implementation lifecycle," said **Naveen Tandon, Vice President-IT, Mahindra Comviva.** "Oracle Sales Cloud is one of the key initiatives for Mahindra Comviva, and HCL has done a tremendous job in understanding and translating our business requirements to Oracle Sales Cloud and delivering a CRM platform that will help us in streamlining our business performance."

For one of the world's premier measurement companies, Agilent Technologies, HCL delivered Oracle Commerce Applications, a leading commerce solution. Genomics was the first business unit within Agilent Technologies that went live on a single, scalable, mobile compatible device platform that provides a superior and consistent user experience as well as supporting multiple brands and divisions within the company. This innovative solution from HCL leverages best-of-breed Oracle technologies to help deliver faster performance. HCL's Oracle Commerce and Oracle Sales Cloud will be demonstrated by leading experts at OOW.

During a featured executive speaking session at the event, Steve Cardell, President of Enterprise Services and Diversified Industries HCL will share HCL's key insights and competitive findings on emerging investment areas, entitled "Why Customer Experience Management (CEM) is ranked the No. 1 Investment Area by CEOs" on September 24th at the Theater at Yerba Buena. He will discuss how HCL and Oracle deliver CEM to joint customers and why these investments are essential for creating an Omni-channel experience for organizations.



HCL will demonstrate its innovative Oracle solutions and capabilities at booth #1909 Moscone South. Additionally, HCL are proud sponsors of HCM @ OpenWorld, a tailored event for HR leaders hosted at The Palace Hotel. While showcasing its innovative Oracle HCM transformation capabilities, HCL will present a session on "Flexibility and Fusion: How to Drive Value with Innovative HCM Solutions" at the Scene and Be Heard Theater.

For further information, please visit: http://microsite.hcltech.com/oow2013/index.html

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 takes pride in its philosophy of 'Employees First, Customers Second' which empowers its 85,505 transformers to create real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US$ 4.6 billion (25,734 crore), as on 30th June 2013 (on LTM basis). For more information, please visit 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.



About Oracle PartnerNetwork

Oracle PartnerNetwork (OPN) Specialized is the latest version of Oracle's partner program that provides partners with tools to better develop, sell and implement Oracle solutions. OPN Specialized offers resources to train and support specialized knowledge of Oracle products and solutions and has evolved to recognize Oracle's growing product portfolio, partner base and business opportunity. Key to the latest enhancements to OPN is the ability for partners to differentiate through Specializations. Specializations are achieved through competency development, business results, expertise and proven success. To find out more visit http://www.oracle.com/partners.

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For details contact

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

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

