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CloudSMART: Leveraging the Ecosystem

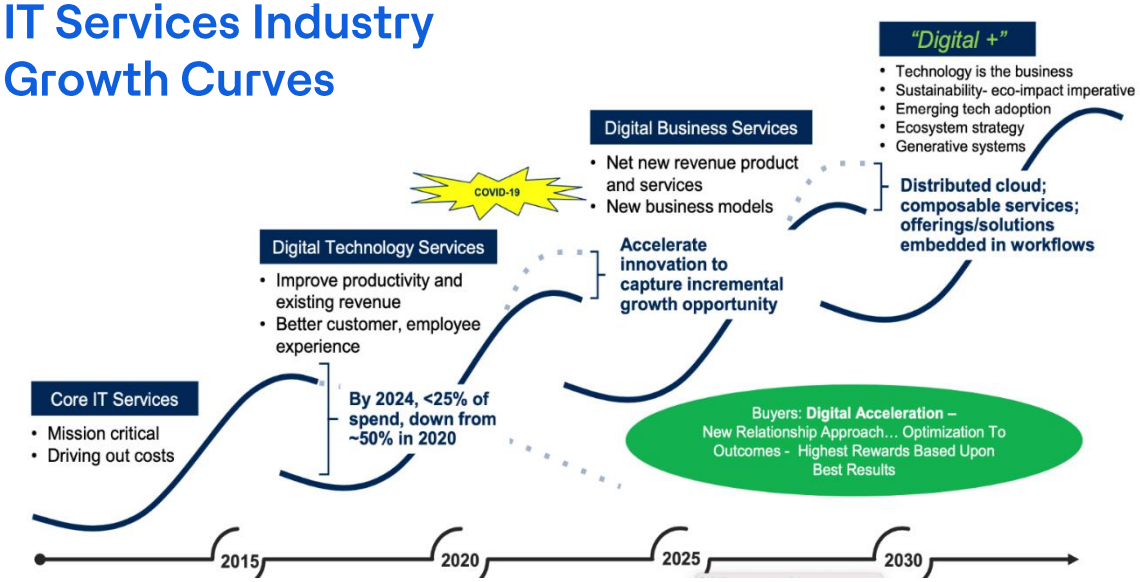
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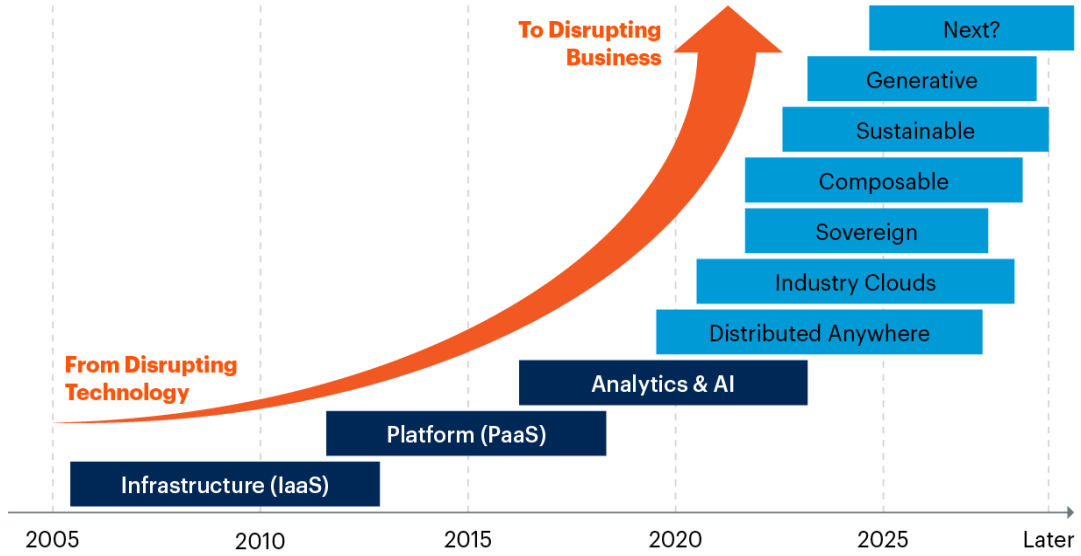
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By 2025, 51%+ of enterprise IT spend to be Cloud related

IT Services Industry Growth Curves



Where Next: Cloud Moves From Disrupting Technology to Disrupting Business



Source: Gartner

Digital Foundation | **Digital Business** | **Digital Engineering**

Gartner expects **Cloud spend to surpass non-Cloud spending by 2025** and 50% enterprise workloads will be on an hyperscale either public, on-premises or at the edge[1]

CloudSMART | **Ecosystem Business Units** | **Ecosystem Delivery Units**

As per NASSCOM, **Ecosystems will drive 40–50% of SI's revenue by 2025**, up from ~20–30% in 2021; Ecosystems critical for high growth services[2]

Source: (1) Gartner (2) NASSCOM

Note: (*) Enterprise IT Spend for 4 key segments - application software, infrastructure software, business process services and system infrastructure

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CloudSMART powered by ecosystem strategy

Strategic Objectives

- Leadership through differentiated Cloud services and product-centric delivery
- To be the preferred digital partner for G2000 companies in our chosen markets

CloudSMART

- Consulting-led approach to provide Cloud industry solutions to our clients based on pathways from innovation and focused on continuous modernization to scale Cloud operations

Leveraging ecosystems for breakthrough innovation



Create value for clients



Innovate for future

Strategic Partner Ecosystem

Partnership with leading technology firms to:
- create differentiated solutions
- accelerate clients' digital journey

Microsoft	AWS	Google
IBM + RedHat	VMware	Dell
SAP	Cisco	Intel

Start-up Ecosystem

Of global start-ups, VCs, trade missions...

...to scale solutions with start-up accelerator program and innovation platform

Industry Ecosystem

Affiliation and contribution to industry forums, foundations including

World Economic Forum	CloudFoundry Foundation	Cloud Native Computing Foundation

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Case Studies

German automotive parts manufacturer

Transformed last mile supply chain with increased efficiency

- **Smart trucking s**olution to increase supply chain efficiencies
- **Cloud digital platform** for both fleet recruiters and truck drivers
- **Driver match** and **trip monitoring** capabilities for fleet owners
- HCLTech's **Smart Trucking Solution** deployed **on AWS**

15% rise in revenue opportunities

Reduced operating costs by **8%**

20% Increase in trip efficiency

Unitywater (Australian water utility services)

Improved customer experience with reduced environmental impact

- **Transformation journey** to digitally monitor water and sewerage services
- **Monitoring, analytics** and **insights** for intelligent decision making
- **Improved asset management** and water loss
- Intelligent Data Platform (IDP) on **MS Azure**

40% reduction in bursts in water pipes & cut leaks by **20%**

Energy savings of **20%**

Global pharma company

Modernize trial application platform for business acceleration

- **Modernize and move to Cloud medical trials systems** to achieve faster time to market
- **Agile DevSecOps** factory delivery model
- HCLTech Cloud Services with **futuristic architecture on AWS**
- Based on 17 years of partnership

Multi-million savings over 5 years

Phase 1: 300 apps 2,000 planned

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SMART Ways to Cloud: Continuous Modernization 3.0

Adaptive Cloud Strategy & Consulting
"We Meet You Where You Are"

Data and AI on Cloud

- Data Outcomes
- Data Insights
- Data Valuation
- Data Foundation

Application Modernization

- Application Disposition Rationalization
- Cloud Native Application Development
- Application Migration
- Devops Application Architecture
- SAP Modernization
  SAP Cloud Data Hub

Cloud Edge, 5g, Intelligent Devices

Adaptive Cloud Services

- Cloud Architecture and Patterns
- Next-Gen Hybrid Cloud Managed Services
- Connected Cloud
- Cloud Governance – Security, Compliance
- Product Centric Value-Based Operations
- Cloud Native Enablement and Labs

Industry Specific Solutions

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Industry Solutions

Market Demand	HCLTech Approach	Success Stories
Using AI and data analytics solutions to achieve predictive and proactive maintenance	Cloud-hosted digital data platform	40% reduction in maintenance cost for a U.S. medical technology company
Digital transformation that allows for faster innovation while lowering costs	Cloud migration factory for rapid, repeatable and reliable delivery	70% reduction in upgrade costs and 90% reduction in incidents for leading Australian retail bank
Transform business process using the power of data to improve fulfillment and delivery	Product-centric business process transformation	German automotive parts manufacturer increased trip efficiency by 20%
Deliver exceptional customer service and increase operational efficiency by infusing AI-powered experiences	Using AI/ML for a transformed contact center, risk assessment and automated backend processing	Leading banks in APAC eliminated duplicate disbursements by 100% and reduced erroneous payment risk by ~90%

CloudSMART – Supercharging Progress
Strategy and Vision Building Blocks

Industry Focus | **Ecosystem Alignment** | **ESG at the Core** | **Talent Driven**

ECOSYSTEM ACCOLADES

Google

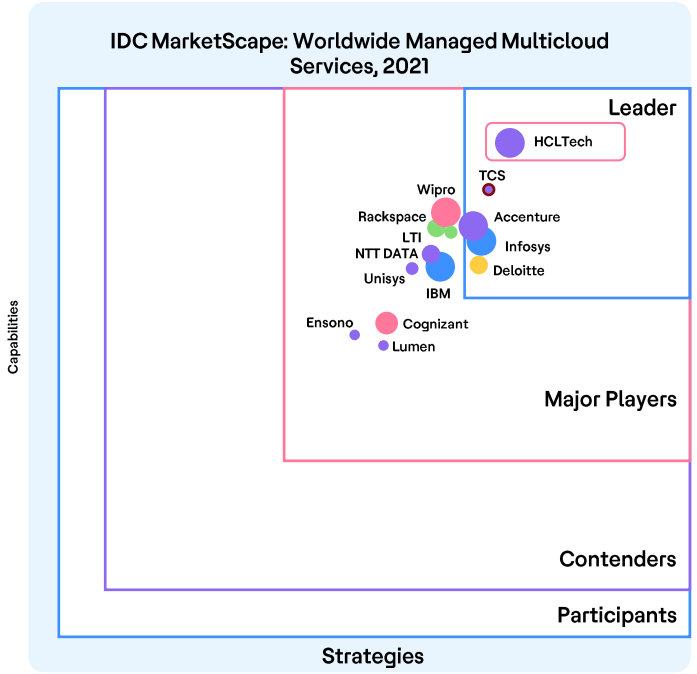
Partner of the Year 2019, 2020, 2021 Cloud Breakthrough Partner 2022

Microsoft

Partner of the Year, 2022 Healthcare and Life Sciences and 2022 POTYA United Kingdom. 2022 POTYA Finalist Internet of Things

AWS

Premier Consulting Partner, MSP with competencies for Migration, SAP, DevOps



Source: IDC, 2021



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