

IT Seminar in Kobe

# **An Industrial Case Study on Benefits and Cost Competitiveness, due to Software Upgradation**

September 5<sup>th</sup> 2019

HCL Japan Ltd.

# India : IT Industry Overview



**Revenue**  
USD 177 billion  
Growth 6.1%



**Exports**  
USD 136 billion  
Growth 8.3%



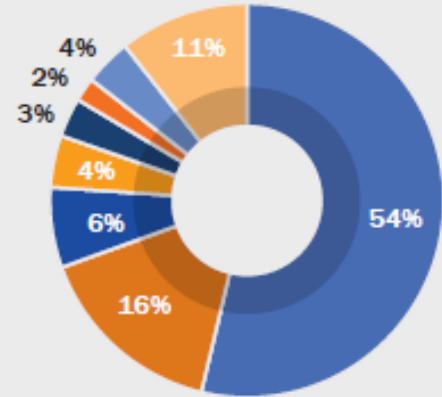
**Domestic**  
₹ 2.9 trillion  
Growth 7.9%



**Employees**  
4.14 million  
Growth 4.3%

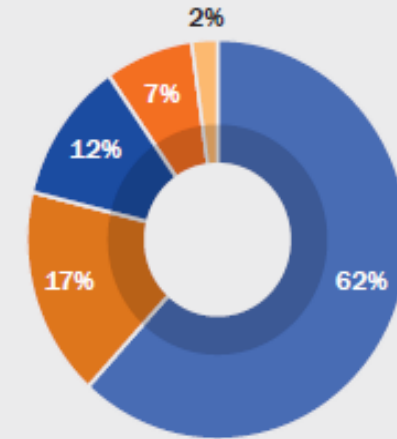
## INDIAN IT EXPORTS

FY2019E



- BFSI
- Hi-tech/ Telecom
- Manufacturing
- Healthcare
- Retail
- Construction & Utilities
- Travel & Transportation

FY2019E



- USA
- UK
- Continental Europe
- APAC
- ROW

## ADVANTAGE INDIA



**Lower Service Costs**



**Strong Technical Competency**

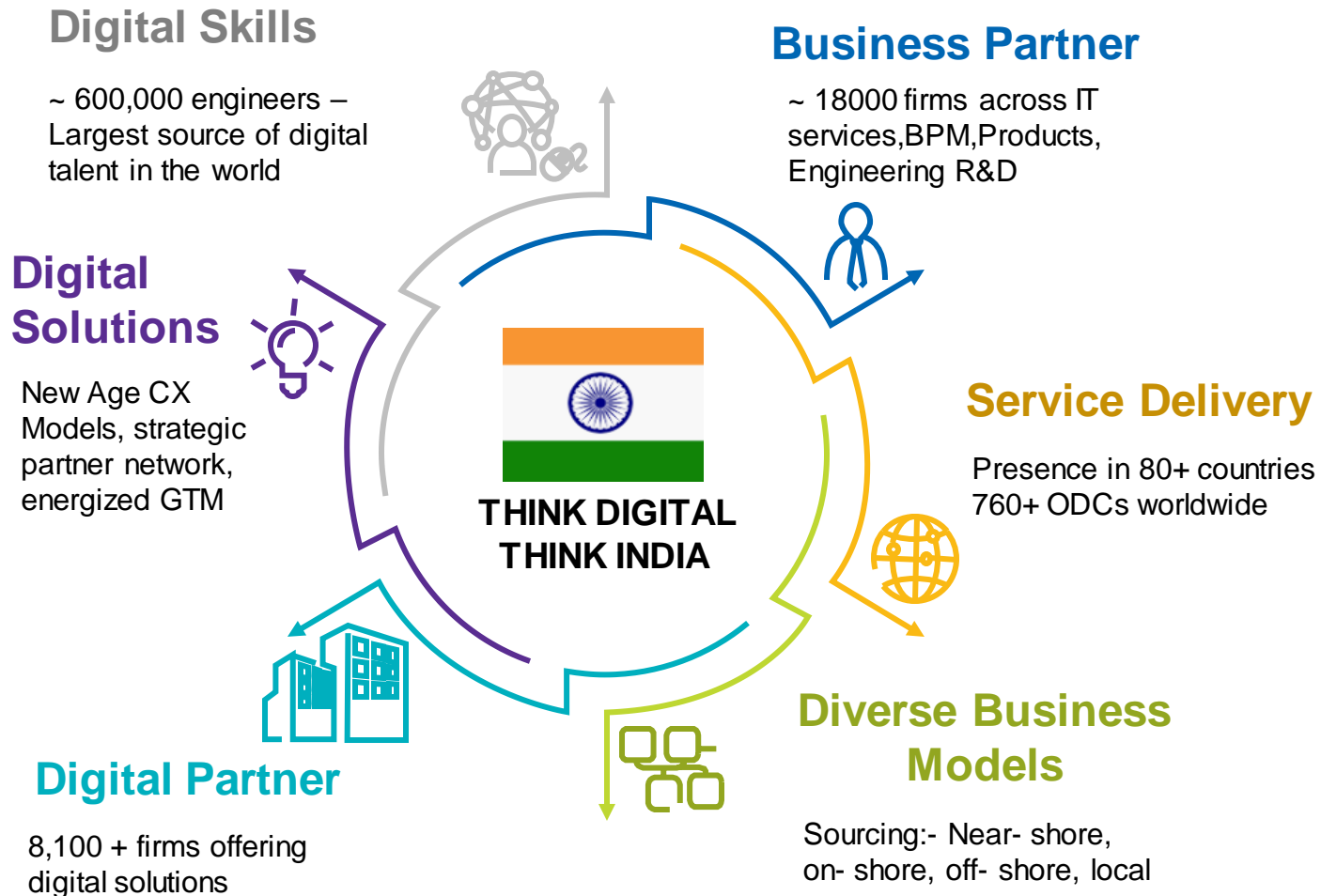


**Innovation**



**Solution Accelerators**

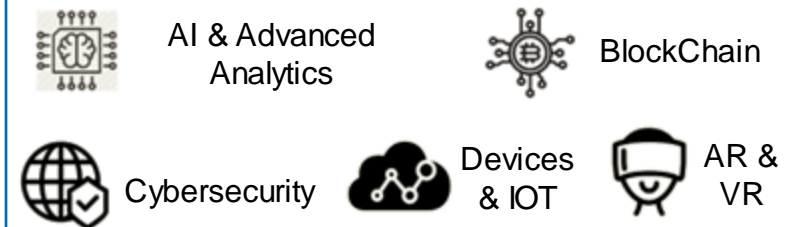
# India : Global Investment & Innovation Destination

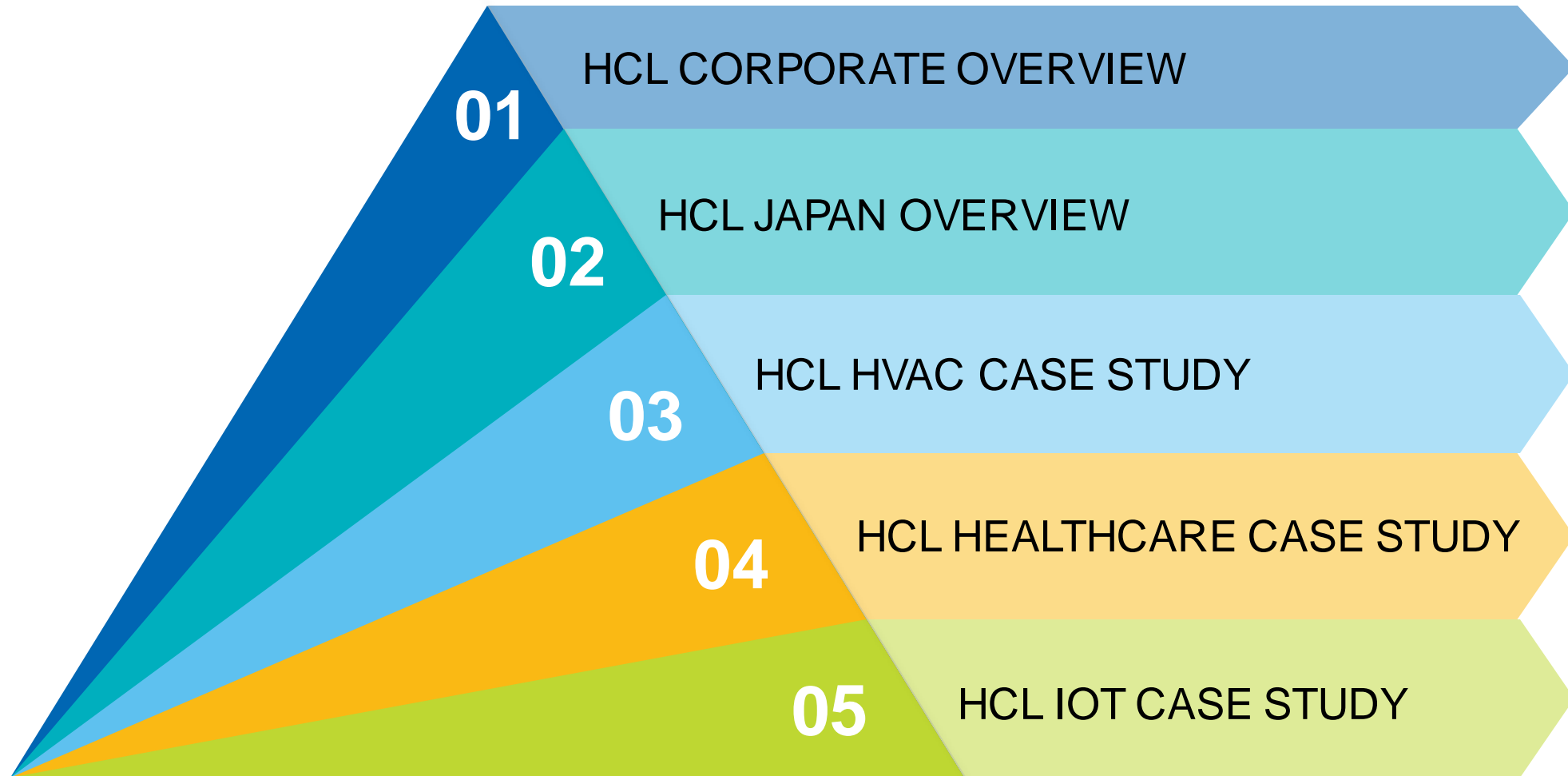


## GLOBAL BRANDS LEVERAGING INDIAN IT SERVICES



## NEW TECHNOLOGIES CHANGING BUSINESSES



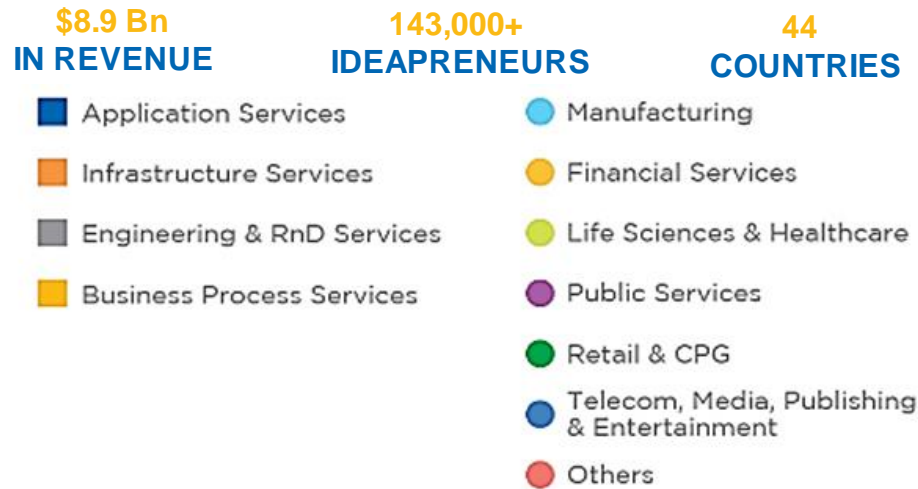




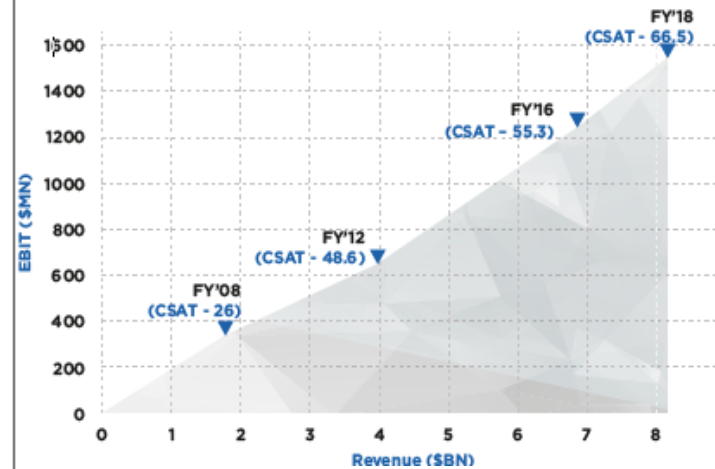
# HCL CORPORATE & HCL JAPAN OVERVIEW

# HCL Corporate : Growth Driven by Sustained Customer Delight

## HCL IS BUILT TO DELIVER INDUSTRY, TECHNOLOGY AND GEOGRAPHY FOCUSED SOLUTIONS



## SUSTAINED CUSTOMER DELIGHT, WITH REVENUE AND EBIT GROWTH



THE WORLD'S FASTEST GROWING IT BRAND AND THE WORLD'S LARGEST ENGINEERING SERVICES TEAM

## KEY DIFFERENTIATORS

- Product Engineering DNA
- Digital at Scale
- Deep Partnerships
- Innovative Business Constructs
- Relationship Beyond the Contract

YoY growth  
**11.8% for HCL Corp**  
**19.5% for HCL ERS**  
 FY20 guidance:  
**16% YoY**

## REVENUE SPLIT

### INFRASTRUCTURE SERVICES

#1 RATED INFRASTRUCTURE SERVICES PROVIDER

**34000+** ideapreneurs | **350+** relationships

### APPLICATION SERVICES

#1 RATED APPS PROVIDER IN NORTH AMERICA

**40000+** ideapreneurs | **250+** relationships

### ENGINEERING AND R&D SERVICES

WORLD'S LEADING ENGINEERING SERVICES PROVIDER

**27500+** ideapreneurs | **350+** relationships

### BUSINESS SERVICES

FASTEST GROWING BPO BUSINESS IN THE INDUSTRY

**15000+** ideapreneurs | **80+** relationships

# HCL Japan : #1 Engineering Service Provider in Japan

20+ Years in Japan

10 of 50 Top R&D companies in Japan are our Customers

40 Customers and growing

3000 Employees across Japanese projects in India and 400+ in Japan

#1 ORGANIC Indian software company in Japan

550 Engineers skilled in Japanese language

Asian Human Capital AWARD 2011

45 Language support experts

Only Indian Service Provider to be certified by VCCI Japan

200 Native Japanese

Absolute Market Leadership in Engineering Services

Largest Engineering Outsourcing by a Japanese Company

Local Multi-Lingual Employees 50% Local Hires

Industry Best in Class CSAT 90%+ Contract Renewals





# HCL HVAC CASE STUDY



# Software / Hardware Platform Standardization in Manufacturing for one of the largest Japanese corporations

## KEY CHALLENGES



**Diversified Product Mix**



**Multiple Geos for Product Development**



**Location Specific Product Development Processes**

## KEY OBJECTIVE

To Analyse the pain points in existing architecture & development process and provide recommendation for improvements on all aspects.

**BEFORE**

25+ Software  
architecture design  
variants

60+ Hardware  
Architecture design  
variants

Variation in  
Microcontroller & PCBA  
Architecture

**AFTER**

Standardized to 10  
design variants

Standardized to 40  
design variants

Scalable SW/PCBA  
Architecture to handle  
complex product portfolio

## BENEFITS



**20% Reduction  
in Costs**



**50% Improvement in  
productivity**



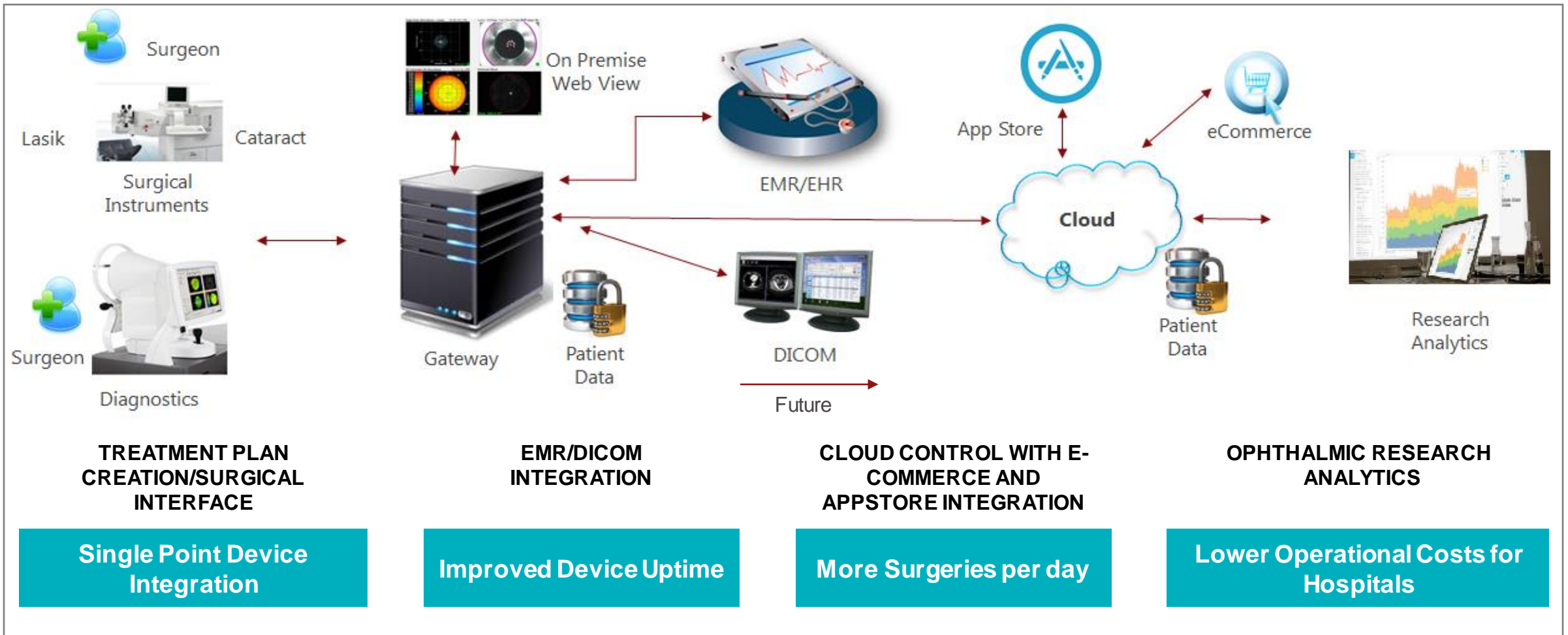
**Time to market for  
product rollout reduced  
from 1 year to 6 months**



# HCL HEALTHCARE CASE STUDY

# CARE PLATFORM : Class 3 Gateway Solution for Connecting Ophthalmic Systems in Hospital

An IoT solution connecting Diagnostic and Surgical instruments that streamlines information exchange





# HCL IOT CASE STUDY

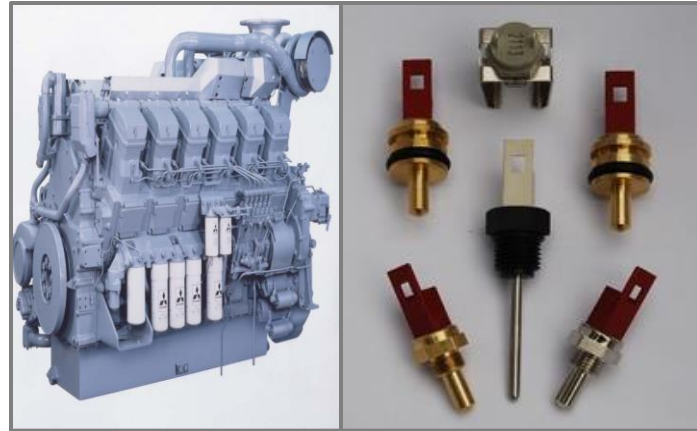
# IOT Case Studies



Enable End-to-End IoT Transformation Journey Across Medical Device Sellers to Health Management Services Providers

## BENEFITS

Improved customer satisfaction & retention by supporting 1Mn+ patients across 80+ countries



Enable Comprehensive Transformation of Engine Diagnostic Tools & Integration of Data Sources on a Single Platform.

## BENEFITS

Reduced consumption of natural gas by ~12-18%, maintenance cost by 25-30%, downtime by 35-45%, and carbon footprint by 5-8%.



Deliver Smarter Energy Capabilities and Incremental Efficiency In Generation & Distribution Through IoT-based Infrastructure.

## BENEFITS

Reduced bills to less than 1%; lowered meter reading staff costs by 40%; improved worker safety by enabling remote meter reading.

***HCL***

[www.hcltech.com](http://www.hcltech.com)

\$8.9 BILLION | 143,000+ IDEAPRENEURS | 44 COUNTRIES