



PRESS RELEASE

## HCL Technologies Announces Business Transformation Program at a Leading American Utilities

**JERSEY CITY, N.J. –September 19th, 2011 –** HCL Technologies today announced that its business transformation division HCL AXON has undertaken a major implementation of the SAP® Customer Relationship Management (SAP CRM) application and an upgrade of SAP® for Utilities solutions at Sacramento Municipal Utility District (SMUD), a community-owned electric utility serving more than 1.4 million people. This is the 25<sup>th</sup> utility transformation program HCL has executed during the years in North America. SMUD is one of four large energy providers in the last three months to select HCL to transform its systems and processes to integrate with its recently deployed smart-grid.

As one of the largest and most progressive municipal utilities in North America, Sacramento Municipal Utility District is utilizing HCL to help support its smart-grid initiatives through a comprehensive customer service and billing upgrade. SMUD has one of the most innovative smart-grid programs in North America; this implementation will leverage HCL's business transformation methodology by combining its best practices with proven benefits delivery.

"HCL will help us integrate more than 150 customer business processes and provide an implementation of SAP CRM for the smart-grid," **said Marty Katz, Manager of Business Technology at Sacramento Municipal Utility District.**

"We have a proven track record for helping companies that have invested in SAP solutions to transform their businesses in line with new market requirements," **said Steve Cardell, President of HCL AXON.** "HCL has made a global commitment to utilities customers by enabling them to address their most pressing challenges by helping them assess and roll-out smart-grid programs in all of the major power markets," he added.

HCL has a long and consistent track record of successfully delivering best-practice customer billing, enterprise asset management, and back-office solutions for regulated and de-regulated utilities organizations across the world. HCL has also implemented SAP's industry-leading SAP for Utilities solutions at over 40 investor-owned and public utilities. For more information, please visit: <http://www.hcl-axon.com/Industries/utilities/>.

### **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, Customer Second' which empowers our 77,046 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 3.5 billion (Rs. 16,034 crores), as on 30 June 2011 (on LTM basis). For more information, please visit [www.hcltech.com](http://www.hcltech.com)

## About HCL

HCL is a \$6 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 85,000 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 information, please visit [www.hcl.com](http://www.hcl.com)

HCL AXON ([www.hcl-axon.com](http://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.

## About Sacramento Municipal Utility District

As the nation's sixth largest publicly owned utility, SMUD has been providing low-cost, reliable electricity for more than 60 years to Sacramento County (and a small portion of Placer County). SMUD is a recognized industry leader and award winner for its innovative energy efficiency programs, renewable power technologies, and for its sustainable solutions for a healthier environment. SMUD is the first large California utility to receive more than 20 percent of its energy from renewable resources. For more information, visit [smud.org](http://smud.org).

## 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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