



Dell India and HCL Infosystems in Strategic Partnership

- Dell expands through HCL Infosystems' large Nationwide Distribution Network.
- HCL would carry the entire range of Dell's End-User Computing Products, Servers, Storage and Networking Products.
- HCL would also distribute Dell's Software Products of Network Security, Data Protection and Systems Management.

16th June, Bangalore, India: Dell, the world's fastest growing large integrated IT company, along with HCL Infosystems Ltd., India's premier IT Services and Distribution Company, today announced a strategic distribution partnership. Under the partnership, HCL Infosystems will leverage its pan-India network of partners to distribute Dell's entire Hardware & Software Products.

The strategic partnership will significantly widen the reach of Dell's products especially in tier 2 and tier 3 locations across the country. The partnership also involves comprehensive Go-to-Market initiatives and activities.

Speaking on the strategic partnership, Mr. Premkumar, Executive Vice-Chairman and Managing Director, HCL Infosystems Ltd, said, "In line with our mission to add the utmost value to our Customers, we are committed to bring to market leading edge Technologies and Productivity Solutions. Dell's acclaimed Computing Products and Solutions provide the perfect fit and leverages our National presence very meaningfully".

Mr. Alok Ohrie, President & Managing Director, Dell India said: "We are committed to our vision of taking our products and solutions across the country. The spate of partnerships with various leading distribution partners, including HCL Infosystems, stand testament to our aggressive focus on this. This partnership will for the first time include Dell's software solutions portfolio, further expanding opportunities for our channel and distribution partners across Dell's complete solutions portfolio - from the device to the datacenter."

Since the launch of the new GTM, Dell has been strengthening its distribution network across the country, engaging in partnerships with leading distributors for the sale of its products. The strategy has worked well for Dell, significantly increasing its customer base and strengthening channel partnerships in India.

This partnership, would also enable HCL's Partner Network to service back-to-back needs of its customers but also provide augmented availability through the stock-and-sell route. HCL Infosystems





as a leading Enterprise Distributor has been strengthening its portfolio by adding more OEMs (Original Equipment Manufacturer's) to offer a comprehensive offering and choice to its partners and customers.

Both Dell & HCL are committed to expanding the range of solutions and reach in the marketplace in order to expand the customer base and depth of client relationships.

About Dell

Dell Inc. listens to customers and delivers innovative technology and services that give them the power to do more. For more information, visit www.dell.com.

About HCL Infosystems

HCL Infosystems is India's premier IT Services, Solutions & Distribution Company enabling organizations to attain and sustain competitive advantage by leveraging Information and Communication Technologies. It is a leader in IT Services & Solutions with a comprehensive portfolio of capabilities spanning IT & System Integration services and digitally-enabled learning and career development solutions to value-added distribution of Technology & Mobility products. For more information, please visit us at www.hclinfosystems.in

About HCL

Founded in 1976 as one of India's original IT garage start-ups, today the HCL Group has expanded to four companies in India - HCL Infosystems, HCL Technologies, HCL Healthcare and HCL TalentCare. The group generates annual revenues of over US\$ 6.5 billion with more than 105,000 employees from 100 nationalities operating across 31 countries, including over 500 points of presence in India. A pioneer of modern computing, HCL has many firsts to its credit including the introduction of the 8-bit microprocessor-based computer in 1978 well before its global peers.

HCL's technology solutions cover the entire gamut of services that include infrastructure management, application development, BPO and technology distribution. A new entrant in healthcare, HCL aims to provide innovative medical services, products and training to meet the growing demand for quality healthcare in India. HCL Avitas, in affiliation with Johns Hopkins Medicine International, is the healthcare delivery arm of HCL Healthcare. HCL TalentCare is envisioned as an integrated talent solutions company addressing the entire spectrum of employability needs in India. For further information, visit www.hcl.com

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