# IDC Names HCL Technologies a Top Leader in Mobile Applications

Clients recognize company's technical strength and experience with mobility; commends its deep rooted relationships with mobile device manufacturers

Sunnyvale, Calif. and Noida, India – May 21st, 2014 – HCL Technologies, has been featured as a leader in the mobile service space by IDC, in the recent report titled "IDC MarketScape: Worldwide Mobile Application Development, Testing, Management, and Infrastructure (mADTMI) Services 2014 Vendor Assessment." IDC assessed 14 service providers, offering mADTMI services to enterprise-class firms. HCL's capabilities and forward-looking strategy positioned the service provider as a Leader in the mADTMI services. HCL excelled in the IDC MarketScape's scalability, pricing model options and alignment, marketing, employee management, innovation R&D/pace and productivity, and customer satisfaction ratings categories.
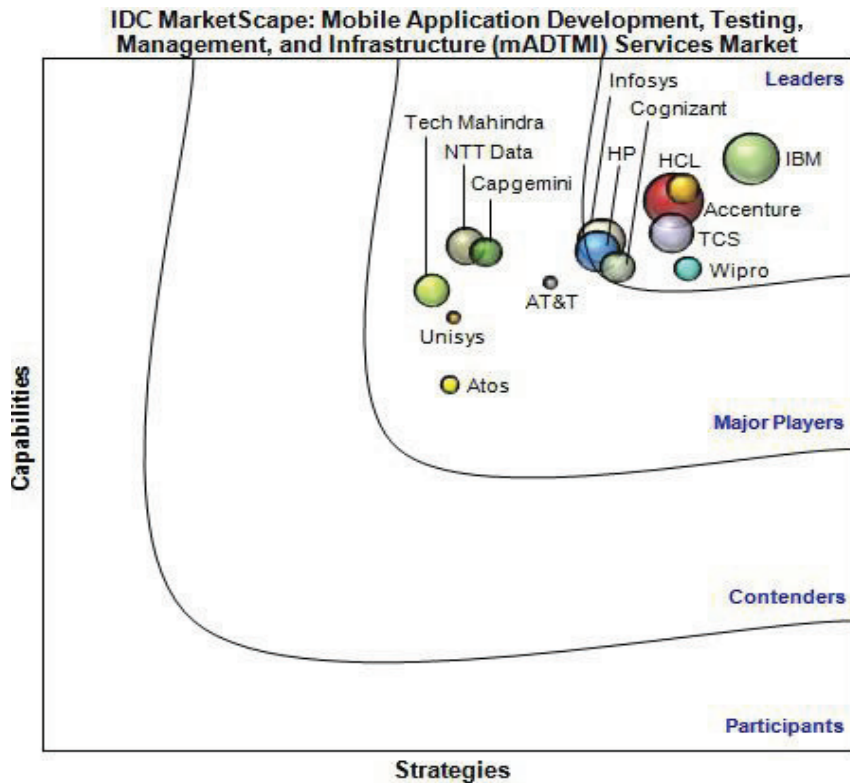
IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. The Capabilities score measures vendor product, go-to-market and business execution in the short-term. The Strategy score measures alignment of vendor strategies with customer requirements in a 3-5-year time frame. Vendor market share is represented by the size of the circles. Vendor year-over-year growth rate relative to the given market is indicated by a plus, neutral or minus next to the vendor name.

Excerpts from the report highlighting HCL's capabilities, its pricing models and go-to-market strategy include:

1. HCL's ability to quickly ramp up or ramp down resources based on customer's scaling needs earned HCL strong reviews for scalability, while its pricing transparency, quick turnaround for quotes, and a balanced discounting strategy helped HCL excel in IDC's pricing model options and alignment category.
2. HCL's percentage of revenue allocated to R&D appears to be higher than most competitors playing in the mADTMI services space.
3. HCL also earned high marks against IDC's customer satisfaction rating category and level of marketing investment for its mADTMI services.

"By harnessing disruptive technologies such as social, mobility, cloud, and analytics, HCL continues to maintain a steady focus on innovation to help its customers stay ahead of the curve, as they embark on their journeys towards digitalization," said **Vikram Duvvoori, Chief Technologist & Corporate Vice President–Enterprise Transformation Services at HCL Technologies**. "Our digital service integration (DSI) approach helps the companies break the shackles of legacy systems and embrace these new technologies to enable complete digital business transformation. The recognition from IDC validates these efforts and inspires continued investment in this space, upholding HCL's leadership position and the advantage it enables for our clients and partners."

HCL's mobility offerings that include mobile strategy advisory services, application development and implementation, mobile application testing and mobility managed services are designed to support organizations across their mobility journey. With a strong focus on innovation and value creation, HCL has also set up unique mobile co-innovation labs with customers across the world to address emerging enterprise mobility requirements. To learn more about HCL's solutions expertise in the mobile applications services area, please visit http://www.hcltech.com/business-units/services/mobility-services.

About IDC MarketScape

IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT (information and communications technology) suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. IDC MarketScape provides a clear framework in which the product and service offerings, capabilities and strategies, and current and future market success factors of IT and telecommunications vendors can be meaningfully compared. The framework also provides technology buyers with a 360-degree assessment of the strengths and weaknesses of current and prospective vendors.

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 90,190 transformers to create real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US$ 5.2 billion, as on 31st March 2014 (on LTM basis). For more information, please visit www.hcltech.com

HCL 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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