HCL Software Overview
Who is HCL

- Leading global technology company
- Fastest growing at $8.6 Billion USD Revenues
- 137,000+ diverse, multinational employees across 44 countries
- Deep tradition of partnering with enterprises to **drive innovation into real world application**
HCL Software is a division of HCL Technologies (HCL) that operates its primary software business. It develops, markets, sells, and supports over 20 product families in the areas of DevSecOps, Automation, Digital Solutions, Data Management, Marketing and Commerce, and Mainframes.

HCL Software has offices and labs around the world to serve thousands of customers.

Its mission is to drive ultimate customer success with their IT investments through relentless innovation of its products.
Vision

We drive ultimate customer success with your IT investments through relentless innovation of our products.
Enduring Value
We have long-term commitment to our products and are aligned to our customers’ desire to unlock sustained value from their “enduring IT” investments.

Relationship Beyond the Contract
We are intensely customer focused – in our product roadmaps, lab advocacy, transparent development processes, high-velocity releases, and consultative sales team.

Practical Innovation
We consistently deliver practical innovations (big and small) that matter to our customers – with focus on value, as opposed to hype.

Partners Matter
We recognize that business partners are integral to your success and aim to build trusting and collaborative go-to-market partnerships with enduring value.

Entrepreneurial Culture
We are a startup at heart with an entrepreneurial culture that empowers our employees and encourages calculated risk-taking.

Wise Stewardship
For long-term sustainability, we operate efficiently and cherish and invest in our employees, who are the stewards of our products.
HCL Software Fact Sheet

- Total 2500+ workforce
- Presence in 21 countries
- 11 Product Development Labs
- 55% workforce growth
- 12 transitions
- FY 20 - 1.1+ Bn revenue
Brief History

Sept 2016
15-year IP deal signed with IBM. HCL P&P formed.

Products: CCCQ, Test Suite, Software Architecture and Development, WA, TET

Jan 2018
1st software products acquired wholly: Forms and Forms Experience Builder (rebranded to HCL Leap)

July 2018
2nd round of HCL-branded products release

GA: Design Room Live!, WA on z/OS, Informix (on prem), HCL Leap, HCL OneTest Data

MSE: HCL Clara, HCL ClearCase, HCL ClearQuest, HCL RealTime Software Tooling, HCL Test RealTime, HCL UrbanCode Deploy,

July 2019
HCL acquires major group of Security, Collaboration and select Marketing and Commerce

AppScan, BigFix, Unica, Commerce, Digital Experience (Portal and Web Content Manager), Notes & Domino, Connections

Nov ‘16 - Dec ‘17 - Ongoing
- Established market presence
- Build out sales, marketing, R&D, support, operations
- Stabilized customer base and generated direct revenue
- Product expansion: TX, FA/FM, Asset Mgr, Synergy & Change, BF, Test RealTime, AppScan, Informix, BigFix, Unica, Domino, Notes, Sametime

Apr 2018
1st round of HCL-branded products release to the public and internally (Managed Services Edition)

GA: HCL Informix on AWS, HCL WA on AWS

MSE: HCL AppScan, HCL Design Room Live!, HCL Informix, HCL Integration Platform, HCL Test Workbench, Workload Automation

Oct 2018
3rd round of HCL-branded products release


MSE: HCL Atlas
HCL Software Portfolio

- BigFix – Patch, Compliance, Lifecycle
- Workload Automation onPrem & SaaS
- Workload Scheduler for z/OS
- Informix Server and Client Products
- Informix on Cloud
- Integration Platform
- Unica – Campaign, Interact, Contact Optimization, Marketing Operations
- Commerce
- AppScan Source, Standard, Enterprise
- Application Security on Cloud
- UrbanCode – Deploy, Release, Build
- Flexiem, Traxiem
- Application Developer, Software Architect Designer
- Rose, Synergy & Change, Buildforge
- Asset Manager
- OneTest – Functional Tester, Performance Tester, Data Testing, API Testing, Service Virtualization
- OneTest Embedded
- Domino
- Notes
- Sametime
- Verse
- Connections
- Web Experience Factory (WEF)
- HCL Leap (FEB) and Forms
- Terminal Enterprise Access
- Z Asset Optimizer
- Z Data Tools
- CICS Tools (IA, VR, DA)
- Business Developer for z

Marketing & Commerce
Mainframe
Automation
DevOps
Digital Solution
Data Management
Summary of Achievements to Date – IPP

Product Portfolio

- 1200+ Enhancements delivered
- 340+ Product Releases
- 22% Improvement in Customer Satisfaction Score
- 55% Team size increase
- 20+ Major Releases
- 2 v1.0 Releases
- 30,000+ Customer Issues resolved
- 10+ Major Releases Planned
- 350+ Customers Advocates active

* data aggregated across products since initial IPP in Sept 2016 – Dec 2018
Product Management Priorities

**Delight**
Customer-driven roadmaps, transparent development, joint innovation

**Integration**
REST APIs, 3rd party integration, partner-led product extensions

**Consumability**
Containerized deployment, lower TCO, simplified offerings

**Innovation**
Practical innovations powered by technologies like machine learning and analytics

**Modernization**
User experience, hybrid on-prem/cloud offerings

**Currency**
Market currency for platforms, languages and methodologies
Our Presence

- Chelmsford, MA
- Cary, NC
- Boca Raton, FL
- Emeryville, CA
- Cleveland, OH
- Rome
- Herzliya, TA
- Pune
- Bangalore
- Olathe, KS
- Bangalore