

HCL INFOSYSTEMS LTD.

**HCL**

ANNUAL REPORT 1997-98

roots





THE YEAR 1997-98 FOR HCL INFOSYSTEMS WAS A TIME  
 FOR CONSOLIDATION AND BRANCHING OUT. STRENGTHENING  
 RELATIONSHIPS AND FORMING NEW ONES AT HOME  
 AND BEYOND THE SHORES. IN THIS ANNUAL REPORT  
 ARE THE SEEDS OF GROWTH, THE LEARNING AND  
 RELATIONSHIPS BUILT BY HCL INFOSYSTEMS DURING  
 THE PERIOD. IT IS A STORY OF ROOTS THAT MAKES  
 ONE OF INDIA'S LARGEST INFORMATION TECHNOLOGY  
 COMPANIES WHAT IT IS TODAY. AND DETERMINES  
 WHAT IT WILL BE IN THE YEARS TO FOLLOW.

MI	✓	BKC	✓
CS	✓	DPY	✓
RO	✓	GV	✓
TRA	✓	AC	✓
AGM	✓	SH	✓
YB	✓		

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## C A L E N D A R 1 9 9 7 - 9 8

The financial year 1997-98 saw HCL Infosystems leveraging its in-depth expertise in developing solutions spanning diverse technologies to move on to the high growth path of a Total Technology Integrator.

Here are some of the events that mark this story of continuous evolution and progress.

**July 97** → HCL promoters buy back the 26% HP stake in HCL Hewlett-Packard Limited (HCL HP). HCL HP is rechristened HCL Infosystems (HCL Insys) and continues as an exclusive system solution partner for HP's RISC/Unix Commercial Servers and Workstations.

**September 97** → A dedicated software factory is set up at Noida for overseas customers.

**October 97** → HCL Insys announces the Infiniti Global Intraprise servers, a business-ready range of Internet Servers based on the Pentium II processor.

**December 97** → HCL Insys ties up with Intel as the premier integration partner for marketing the 10/100 Fast Ethernet networking products.

**January 98** → The HCL brand emerges as the PC market leader in the largest ever market research conducted in the IT industry by IMRB. HCL Insys is awarded orders worth Rs. 130 million by Government Departments and the Public Sector.

**February 98** → Indian Overseas Bank awards a project worth Rs. 130 million to HCL Insys as its hardware systems partner for its wide-area communications networking.

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HCL Insys launches fully-integrated solutions for Internet Service Providers. The enterprise service packs, consisting of hardware, software, consulting, implementation and maintenance services, are available both on Windows NT and Unix platforms.

In the same month, the Company wins a contract for establishing the information technology systems for Central Depository Services Limited, a company floated by the Mumbai Stock Exchange. The first such installation in the country, the CDS project comprises the most advanced HP systems – the V-Class Enterprise servers. The systems will be deployed for electronic processing of share certificates.

**March 98** HCL Insys' Professional Services units at Chennai and Coimbatore are awarded ISO 9001 for analysis, design, construction, testing, delivery and maintenance of Enterprise-Wide commercial application software by Quality Cert India Pvt. Ltd. on behalf of RVA of Netherlands and CETECOM GmbH of Germany.

HCL Insys announces half yearly results for the period ending December '97. Net sales increase to Rs. 2839.9 million from Rs. 2653.9 million and net profit after tax also significantly rises to Rs. 46.8 million from Rs. 9.3 million.

**April 98** HCL Insys launches Infiniti 2000 series of computers and Infiniti Global Line series of servers based on Intel's latest processor, the Pentium II at 400 MHz. This range has been launched simultaneously with Intel Corporation's world-wide launch of the processor.

**May 98** HCL Insys wins orders from all three basic telecom service operators, Bharti Telenet, Tata Teleservices and Alltel - the IT implementation partner of Hughes Ispat. In addition to the supply and installation of HP 9000 servers, HCL Insys' PSO is given the charge of implementing the Billing and Customer Care solution for Bharti Telenet, in consultation with Sweden-based Ericsson Hewlett-Packard Telecom.

HCL Insys is selected to implement SAP R/3 solution for Hindustan Motors' Lancer Car Project. To be implemented by its Professional Services Organisation (PSO), this will be their third SAP project in the automotive segment in the country, following General Motors and Kalyani Brakes.

**June 98** HCL Insys ties up with Lucent Technologies as integration partner for its SYTIMAX range of structured connectivity solutions to bring the benefits of the world's foremost structured cabling and connectivity components to its customers.

HCL Insys launches the Infiniti Global Line Servers and Workstations based on Intel's Pentium II Xeon processor, simultaneous to the world-wide launch of this processor.



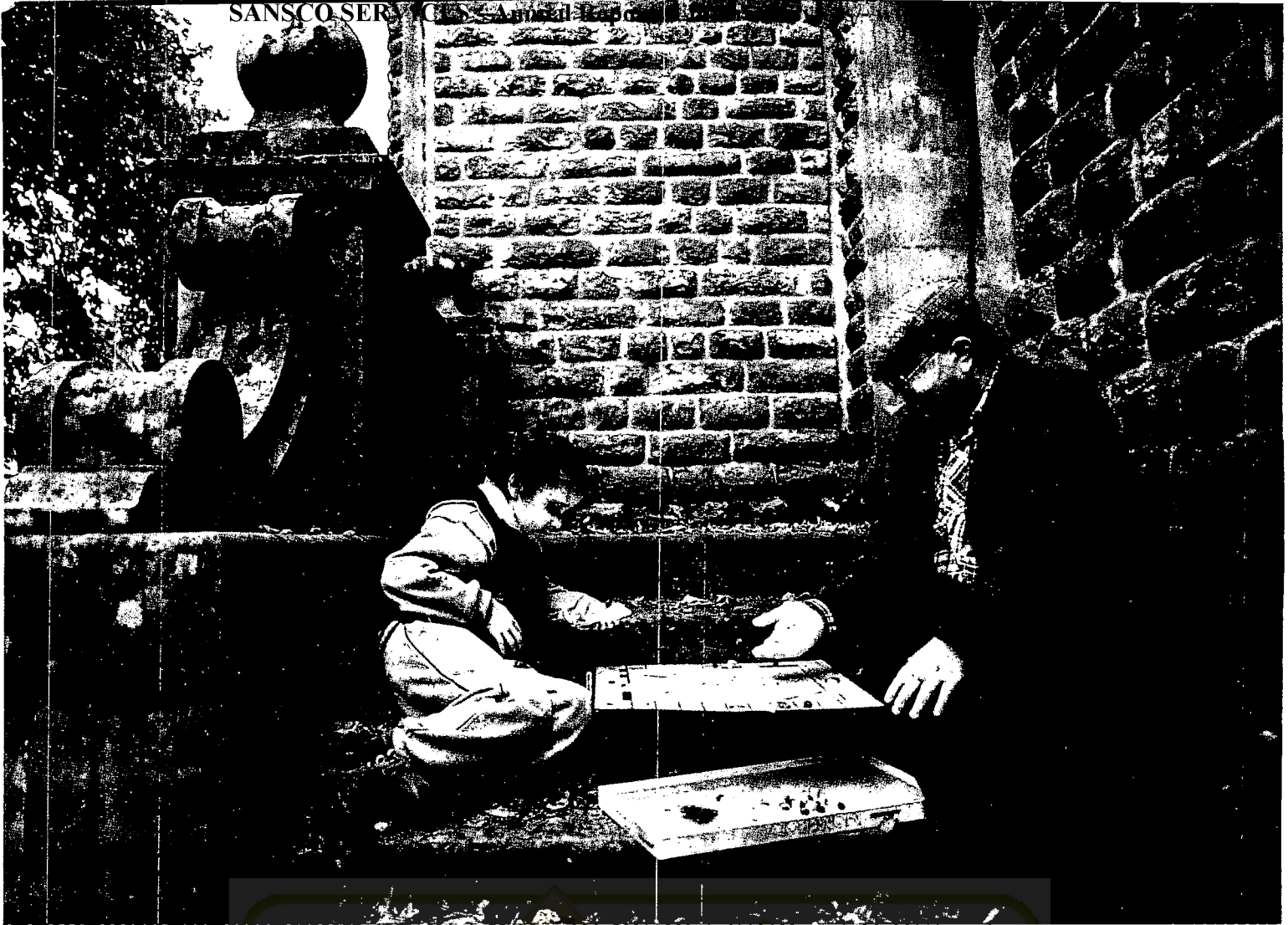


THE EFFECT WAS THE SAME AS DROPPING AS  
RAN HELLER-SKELTER. THE RACE AGA



# ONE OF THE TIME STARTED AGAIN...

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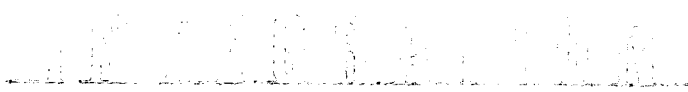
Can you imagine the hectic activity that takes place on a normal day at the Reserve Bank of India (RBI)? Consider 4,00,000 cheques from various banks across the country to be cleared within 12 hours, so that each bank knows the net amount it has to pay to all other banks and where cheques drawn on it have been deposited before the day begins.

Now imagine developing a solution that will not only help RBI discharge its clearing function effectively, but also make provisions in the same system so that it can be used for statistical analysis on data relating to the Indian economy.

HCL Insys came up with a proposal based on an open systems solution, featuring an Informix-based Transaction Processing System, and an Oracle-based statistical solution. 100% backup ensured zero downtime even in the case of a system crash. These were finally tested against the tough benchmarks of Indian working conditions. Besides the hardware and software complexity, HCL Insys also had to co-ordinate the activities of over 15 vendors in this large technology integration project.

Today, the complete system is operational at the RBI and National Clearance Centre at Mumbai, not only ending the choke on cheque clearance, but also enabling money to circulate faster.





Bringing together multiple solutions,

diverse technologies, that too across

different platforms. What HCL Insys brought together for Reserve Bank of India was a small example of what their expertise as a technology integrator could achieve for their customers.

In the true sense of a technology integrator, the Company's distinct and definite mission is to deliver world-class information technology products and solutions to enable its customers to serve their customers better.

The year 1997-98 saw HCL Insys propel itself on the path of Total Technology Integration, by leveraging its two decades of experience in hardware technology across platforms and its professional services skills of application development, consulting and large scale multi-vendor, multi-location project management. In addition, it has the capacity for supporting large installations across diverse platforms, even in the remotest of locations, through its Systems Support Organisation (SSO).

Playing a very vital role in HCL Insys' quest for large scale technology integration is their long standing relationships with global leaders such as Hewlett-Packard, Intel Corporation, Toshiba, Cisco, Lucent, Novell, Microsoft, SAP and Oracle.

The Company shares a mutually exclusive system solution partner relationship with Hewlett-Packard for its Servers and Workstations based on the

RISC/Unix platform. The Company and HP work very closely on projects involving cutting edge RISC/Unix technology, and the relationship has yielded several successes in the enterprise market.

The tie-up with Intel Corporation for PC and Server technologies resulted in the Company launching the Infiniti Global Line range of Servers and Professional Workstations. Besides being an Intel beta site for many years, HCL Insys is also an exclusive OEM partner for Intel's Server technologies. This relationship was further extended into the area of Intel's 10/100 Fast Ethernet Networking Technology with

