

**Advanced Global Partner**

**News and Announcements:**

* 03/18/2019 - Pivotal Activate Huddle: [Why and How to Engage with HCL Technologies](https://www.google.com/url?q=https%3A%2F%2Fpivotal.saleshood.com%2Fhuddle_events%2F152902&sa=D&sntz=1&usg=AFQjCNHruSZtyrcedKDDXp5v4u_R32IGTg)
* 03/04/1029 - [Watch the interview with Alan Flower, CTO and Head of HCL Cloud Native Labs](https://drive.google.com/file/d/1OuaIwUipYvC8d4RYHesM0wpsm_9bifJO/view) (recording)
* 03/04/2019 - [HCL's alignment to Pivotal customer Journey](https://drive.google.com/file/d/158_SkLt5KaJErJ1tDrskzboS-K_fYH4v/view) (video)
* 02/06/2019 - [HCL’s Alan Flower elected to CF Foundation Board of Directors](https://www.google.com/url?q=https%3A%2F%2Fwww.cloudfoundry.org%2Fboard-of-directors%2F&sa=D&sntz=1&usg=AFQjCNF1xFdI7Mb7C08QlHxysVx32GsOpA) (site)
* 01/10/2019 - [Customer Success Slide with Synchrony Financial](https://docs.google.com/presentation/d/1OaH2fuJVKmG-4lzEpx01r1QQ1GcmPBtDOgnsW0kUWgw/edit#slide=id.g497a5c1146_6_15) (document) (INTERNAL)
* 11/07/2018 - [HCL announces collaboration with Pivotal and intent to build 3 cloud-native labs](https://www.google.com/url?q=https%3A%2F%2Fwww.hcltech.com%2Fpress-releases%2Fcloud%2Fhcl-technologies-and-pivotal-collaborate-accelerate-cloud-native-journey-large&sa=D&sntz=1&usg=AFQjCNFVcKK2EbrgmfTuuysT8Sy0Z0j16A) (Press Release)
* 10/09/2018 - [HCL Joins the Cloud Foundry Foundation as a Gold Member](https://www.google.com/url?q=https%3A%2F%2Fwww.cloudfoundry.org%2Fmemberprofiles%2F%23member-hcl&sa=D&sntz=1&usg=AFQjCNF2ACnaEzZtsJkKgltQX_5slS-mQQ)
* 10/08/2018 - [Hitting the Enterprise Sweet Spot – A Real-World View of PKS Deployment and Successful Use Cases](https://www.google.com/url?q=https%3A%2F%2Fcontent.pivotal.io%2Fspringone-platform-2018%2Fhitting-the-enterprise-sweet-spot-a-real-world-view-of-pks-deployment-and-successful-use-cases&sa=D&sntz=1&usg=AFQjCNFZOYnLlrhCln3CMHI805jVa1AlsA) (video)

**Parter Overview:**

HCL has a Pivotal-first strategy, leading with Pivotal in cloud-native AppTx discussions with customers. HCL has cloud-native labs around the world that showcase Pivotal technology (PAS, PKS, PRA) and actively seed opportunities.

HCL has experience taking customers on transformation journeys at scale. They manage application portfolios of thousands of applications. They handle all aspects of IT for the largest enterprises managing on-prem datacenters as well as public cloud IaaS. They assess entire technology estates and strategically guide customers on what assets should be transformed, modernized, replatformed, managed, and retired. HCL is one of Dell’s and VMware’s largest GSI partners, have a strong practice around Dell VxRail (aka PRA) and are a Lighthouse partner for PKS.

**Unique Value Proposition:**

* “**TCAP scale**” consumption driver with [factory scale AppTx](https://drive.google.com/open?id=1eqRr_yFH_5O6rivU0774ejIO-WIG1aCC) and [App portfolio discovery](https://drive.google.com/open?id=13kwV6qCJtrYUvBhK2-Ynkiy-t9HK8wNP) and global [Program Management capabilities](https://drive.google.com/open?id=1P09AXMd2CaIYIoK_D9Qb1qGVqYkwpYfc)
* HCL has a **"Pivotal First"** cloud strategy
* HCL is **Dell's top GSI** and Strategic VMware partner
* It has an end-to-end service provider for Pivotal (Platform, AppTx, resell etc)
* We have a **bi-directional MSA** in place with HCL
* HCL is willing and interested in **taking out Red Hat** in accounts
* Only GSI to win 2 partner awards from Pivotal: APJ GSI of the year and Global Rising Star Award
* HCL is moving its internal SaaS apps from BlueMix to PCF

HCL can enter a customer discussion at any point related to recommending or managing the platform, delivering on new application development, or scaling an application portfolio transformation. Its Digital and Analytics practice has already standardized on Agile development practices based on Domain Driven Design, Spring Boot, Apigee, MuleSoft, .NET, Sitecore, and many other industry standards aligned to Pivotal.

**External Sites and Resources**

**Public Partner Site:** [HCLtech.com/about-us/alliances/pivotal](https://www.google.com/url?q=https%3A%2F%2Fwww.hcltech.com%2Fabout-us%2Falliances%2Fpivotal&sa=D&sntz=1&usg=AFQjCNFPYcpDX8-_ABncQJZGAZ_JPcm0ZA)

**Public Pivotal.io Page:** [Pivotal.io/partners/si/HCL](http://www.google.com/url?q=http%3A%2F%2Fpivotal.io%2Fpartners%2Fsi%2FHCL&sa=D&sntz=1&usg=AFQjCNH2yx_YWM7lbTs1bByqUyGt9bi5rw)

**Pivotal Content Stream:** [Content.pivotal.io/HCL](https://www.google.com/url?q=https%3A%2F%2Fcontent.pivotal.io%2Fhcl&sa=D&sntz=1&usg=AFQjCNG5mKLv9FaBHBsEzqnRVoJEzJwXUw)

**Analyst and Executive Quotes**

**451 Research Analyst Report, August 9, 2018**

"(HCL) is extending its partnership with Pivotal Cloud Foundry (PCF) as well. Taking a platform-based approach, HCL is committed to building a global network of 'Cloud Native Labs' where both parties can take customers all the way through the cloud-native journey" [*view report here*](https://drive.google.com/open?id=0B9dS48u1ivGVZXFialdWZEdDSks0QkdGanFzb2p6VVIyVGlJ)

**CVK, HCL’s CEO mentions PCF on HCL’s earnings call:**

CVK: “In our Cloud Native business, we are witnessing good overlay of Cloud Native solutions in most of the large infrastructure and application deals. We continue to strengthen our capabilities in Cloud Native services, in areas like Cloud Native platforms like Pivotal Cloud Foundry and public cloud. In fact, in this quarter we invested in building an extension of our innovation lab in London to accommodate Cloud Foundry Pivotal development team.” [*transcript here*](https://www.google.com/url?q=https%3A%2F%2Fseekingalpha.com%2Farticle%2F4213583-hcl-technologies-ltd-adr-hcthy-ceo-c-vijayakumar-q2-2019-results-earnings-call-transcript%3Fpart%3Dsingle&sa=D&sntz=1&usg=AFQjCNEs95jJf0Zu0Cxv4pJlRNB3P5Q5JA)

**HCL related comments from Rob's Q&A during the Sept 12 investors call**

* Rob: *"In addition, there are three things I’d like to highlight around our partner ecosystem. Global systems integrator,* ***HCL*** *extended its partnership with Pivotal to build a global network of 'Cloud Native Labs' where enterprises will be able to build new applications as well as modernize existing applications for deployment to PCF. HCL lab advocates will be trained by Pivotal across these products and methodologies."* [*transcript here*](https://www.google.com/url?q=https%3A%2F%2Fseekingalpha.com%2Farticle%2F4205943-pivotal-software-pvtl-ceo-rob-mee-q2-2019-results-earnings-call-transcript&sa=D&sntz=1&usg=AFQjCNF2NWjgGjTTSQzArQjQIu65UPGlLQ)

**Partner Wins:**

* **Synchrony Financial**: HCL is delivering AppTx and PCF-PAS operations at scale
  + Synchrony also awarded HCL AppTx work associated with Synchrony’s POS credit check system, a mission-critical system for the company. This involves developing and landing numerous microservices on PCF, driving significant consumption over a three-year, multi-million dollar services contract.
  + HCL has turned a platform staff augmentation deal into a managed service for PCF PAS HCL. HCL operates 10+ foundations and automated many operational functions (SRE-style) with full 24x7 support combining onshore and offshore teams.
  + HCL teams also support Kafka and Gemfire (converting to PCC).
* **Boeing**: HCL is involved across Boeing with hundreds of developers and engineers designing aircraft, managing IT, and supporting Application Portfolios and the move to PCF PAS. HCL has developers engaged with BMS on the DT Platform, and is adding new developers to the team regularly. HCL has won the development of a new app HRS consuming PAS.
* **Gap**: Gap is another long term HCL customer with a large offshore IT and application support team. HCL has won staff aug deals to add engineers in support of the PAS platform team.
* **T-Mobile**: HCL transformed T-Mobile’s TIBCO monolithic architecture toward a microservices based architecture based on Pivotal Cloud Foundry to improve speed, savings, and stability. When we speak of the early success of T-Mobile, much of the day to day middleware transformation work was conducted by HCL engineers.
  + [Digital Smarter Containerizing Middleware presentation](https://www.google.com/url?q=https%3A%2F%2Fcommunity.tibco.com%2Fsites%2Fdefault%2Ffiles%2Fwiki_files%2Ft-mobile_hcl_america_-_containerizing_middleware_tn2017sandiego.pdf&sa=D&sntz=1&usg=AFQjCNG4dfWad4d_jg-xhLAO6M1Ri30I3A) by T-Mobile and HCL calling out Pivotal Cloud Foundry as the platform
  + [Scale Digital Innovation webinar](https://www.google.com/url?q=https%3A%2F%2Fwww.hcltech.com%2Fwebinars%2Ftransform-your-it-landscape-scale-digital-innovation&sa=D&sntz=1&usg=AFQjCNFJCZ5rp2GRvA_-UZRl9RWqH2Sg3A) between T-Mobile, Tibco, and HCL
  + [How T-Mobile moved from Monoliths to Microservices](https://www.google.com/url?q=https%3A%2F%2Fwww.tibco.com%2Fblog%2F2018%2F06%2F05%2Fhow-t-mobile-moved-from-monoliths-to-microservices-with-tibco-and-hcl%2F&sa=D&sntz=1&usg=AFQjCNHppIaTqiDfnJZeptdIpskl5fHpnA) with Tibco and HCL

**Partner Practice Details:**

* HCL is a Global Systems Integrator with office and lab locations all over the world, including the U.K, Nordics, Italy, India, and the US.
* There are new cloud-native Labs in London and Noida, India, and soon to be in NYC and Dallas, which are Pivotal CoE’s for HCL.
* 20+ customers have engaged with HCL’s cloud-native Pivotal CoE London Lab since July of 2018.
* HCL has 40+ PAL graduates across three separate customer serving BU’s

HCL, through their Cloud Native Labs, has developed discreet service offerings that its sales field can take to market based on the Pivotal Cloud Foundry Platform and the practices they have incorporated into their own cloud native capabilities. In larger accounts, the Cloud Native Practice can leverage the capabilities of HCL’s Digital & Analytics for scaled agile development and Engineering R&D Services group for new application development and product engineering.

**Pivotal Specific Services:**

* Pivotal – Cloud Native Application Development
  + A hands-on engagement to learn next-generation approaches to application development, creating a new solution (MVP) running on Pivotal Cloud Foundry (PAS) or Pivotal Container Services (PKS)
* HCL Cloud Native Professional programme – for Pivotal environments
  + Large scale reskilling and education of a client’s technical community to enable creation of Cloud Native solutions within a Pivotal (PAS/PKS) environment.
* Cloud Native Strategy Workshop - Pivotal (Art of the Possible)
  + An exploratory workshop that examines the potential impact of a Cloud Native strategy based on Pivotal Software and offers recommendations that would bring real business value to an organisation
* Kick-start bundle for Pivotal Cloud Foundry (PAS or PKS)
  + A complete set of services to get an organisation underway on an early Cloud Native journey based on Pivotal Cloud Foundry. Selects an appropriate focus application, migrates it to a complete PCF environment and compares the before/after impact on the application development domain.
* Cloud Native Economics for Pivotal Platforms
  + A study that creates a business case for establishment of a PAS/PKS-based environment and the migration of existing applications. Recommends specific implementation approaches that deliver maximum business value.
* Managed PaaS with PCF-PAS – Managed DevTest Environment
* Managed CaaS with PCF-PKS – Managed DevTest Container Environment
* Pivotal Cloud Foundry (PCF) – Application Transformation
* Pivotal Cloud Foundry (PAS or PKS) - PoC delivered from HCL Cloud Native Lab

HCL Global Capabilities - [https://www.hcltech.com/digital-analytics-services](https://www.google.com/url?q=https%3A%2F%2Fwww.hcltech.com%2Fdigital-analytics-services&sa=D&sntz=1&usg=AFQjCNEqmLTo-AuTsjoRa5ROcxWNMPxHow)

**Joint Accounts and Customer Success Stories:**

* **Synchrony Financial**: Synchrony looked to HCL to automate processes to ensure developers have access to latest platform capabilities, faster access to needed resources, and frees up platform team to focus on higher value tasks. Coupled with adoption of Agile and CI/CD, improved software delivery speed by 30% and increased patching speed by 80%. Reduced software spending by 50% compared to previous environment. ([Customer Success Slide](https://docs.google.com/presentation/d/1OaH2fuJVKmG-4lzEpx01r1QQ1GcmPBtDOgnsW0kUWgw/edit#slide=id.g497a5c1146_6_15))

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**External Documents and Resources:**

* 03/04/2019 - [Rising Star Systems Integrator of the Year: HCL Technologies](https://www.google.com/url?q=https%3A%2F%2Fcontent.pivotal.io%2Fhcl%2Fpivotal-announces-winners-of-the-2018-partner-awards&sa=D&sntz=1&usg=AFQjCNEi5gxXgD6vGB8Rw-kqykuj7oKYnw) (blog)
* 09/17/2018 - [HCL Technologies pursues cloud-native opportunities, deepens strategic partnerships by 451 Research](https://drive.google.com/open?id=0B9dS48u1ivGVZXFialdWZEdDSks0QkdGanFzb2p6VVIyVGlJ) (analyst report)

**Internal Documents and Resources:**

* 03/04/2019 - [Pivotal Partner Portal Custom page for HCL](https://www.google.com/url?q=https%3A%2F%2Fpartners.pivotal.io%2FEnglish%2FGlobal%2Fpresales%2FHCL_enablement.aspx&sa=D&sntz=1&usg=AFQjCNFnZ2afIKxGk94zsNOUsxHrpNicjQ) (site)
* 10/01/2018 - Alan Flower recording on HCL Services Discussion:
  + Part One: [Pivotal Strategic Partnership](https://drive.google.com/open?id=1h1q_vb4V5YSJXQ8Gs4BPiR91o9pImtwW)
  + Part Two: [HCL and the Pivotal customer Journey](https://drive.google.com/open?id=158_SkLt5KaJErJ1tDrskzboS-K_fYH4v)
  + Part Three: [HCL PAL Commitment](https://drive.google.com/open?id=1lU5oDfhWcbmMHJZsq_lD9BWjbZWhnp7M)
  + Part Four: [HCL AppTX Assessment](https://drive.google.com/open?id=13kwV6qCJtrYUvBhK2-Ynkiy-t9HK8wNP)
  + Part Five: [HCL AppTx Services](https://drive.google.com/open?id=1eqRr_yFH_5O6rivU0774ejIO-WIG1aCC)
  + Part Six: [HCL Platform Discussion](https://drive.google.com/open?id=18tBOGh_68-Co8OmywUHuoNcW7xUTvoLZ)

