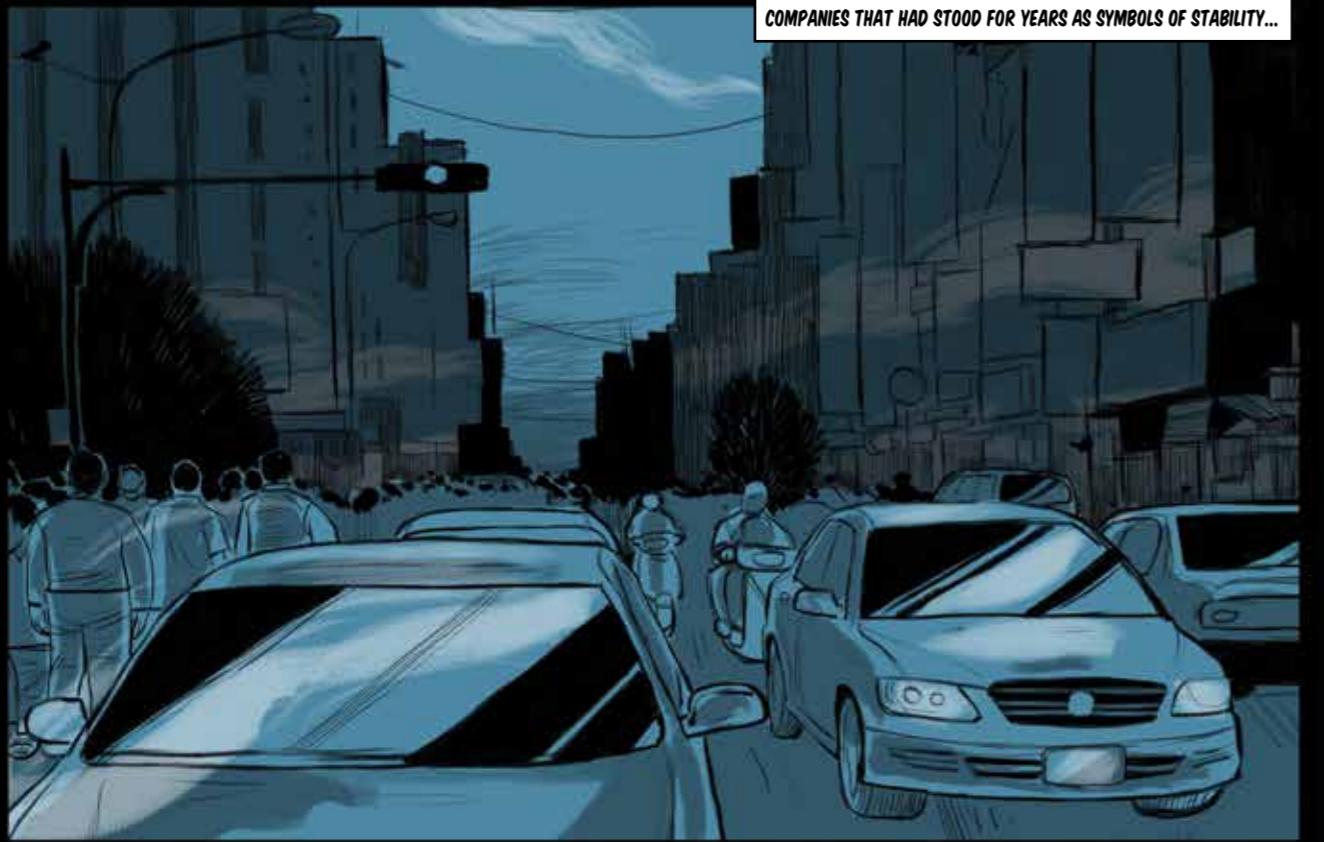
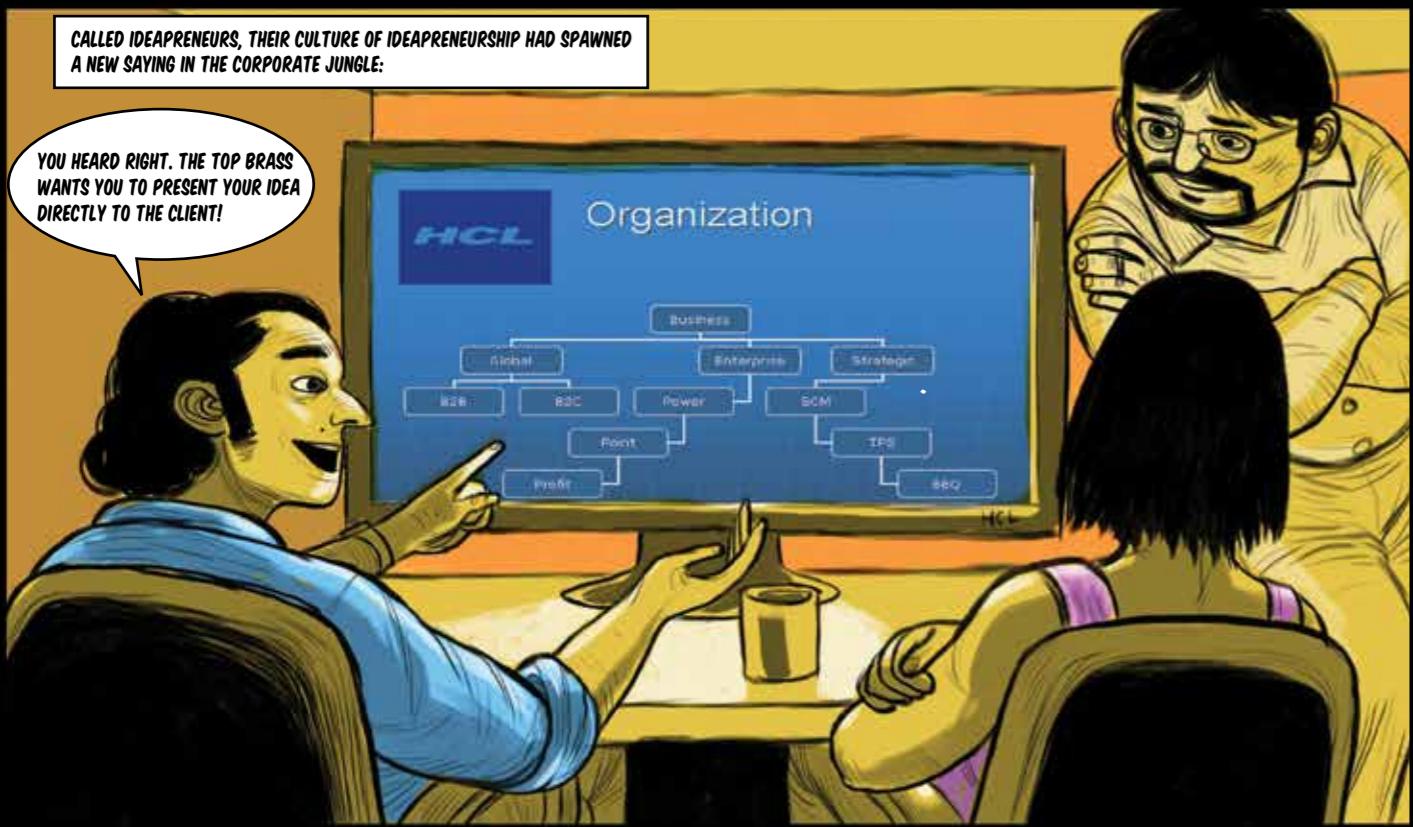
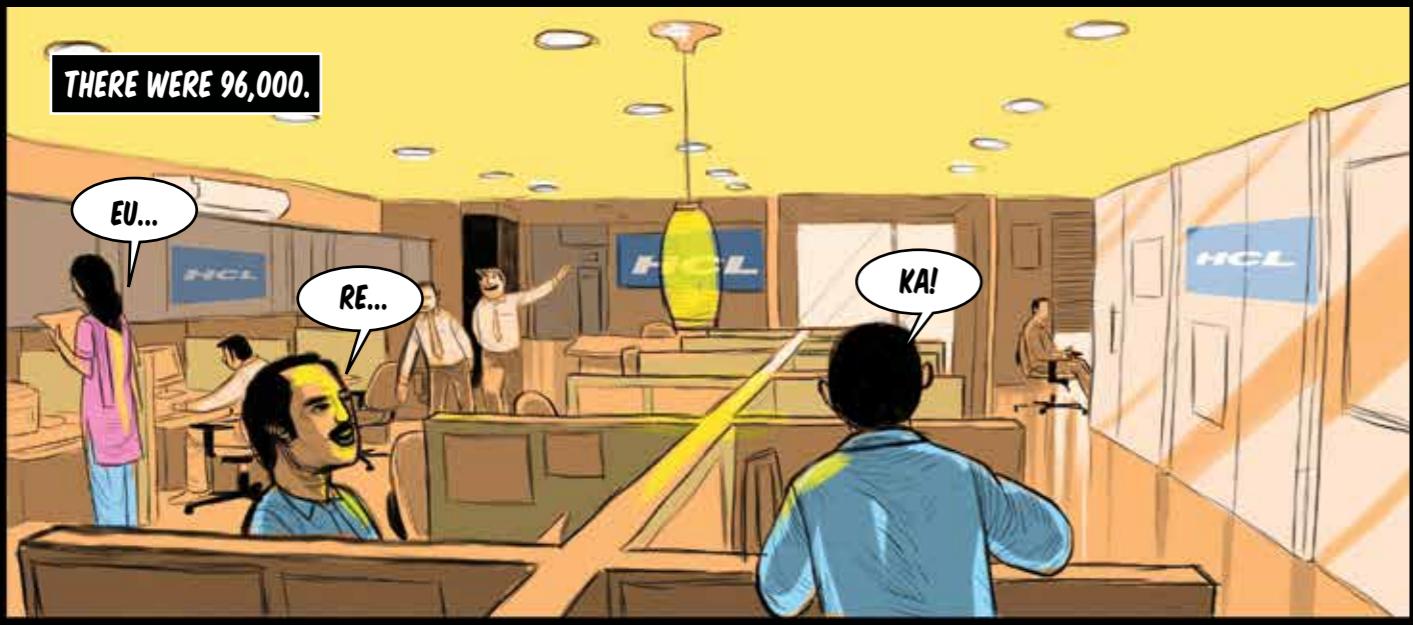


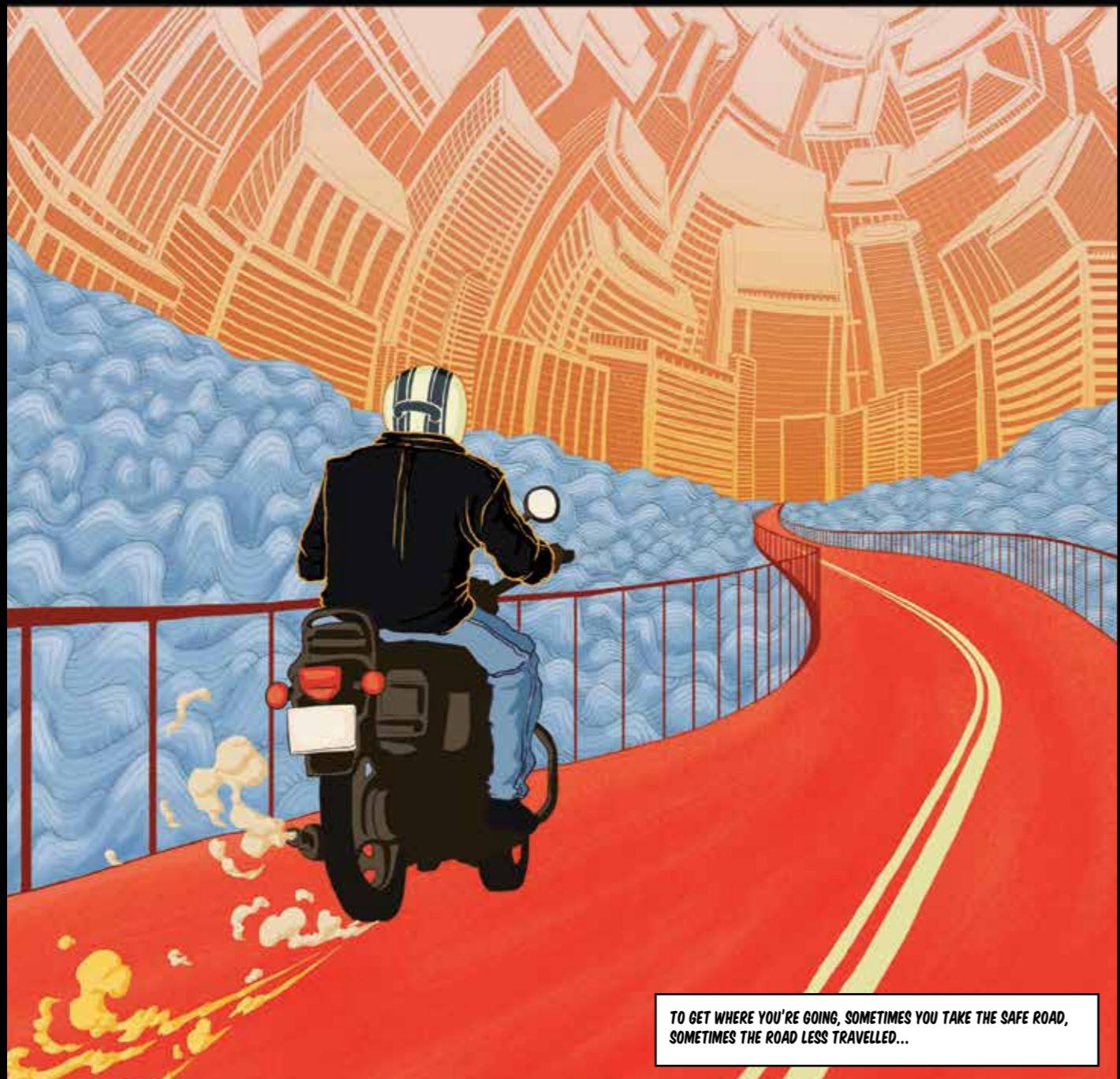
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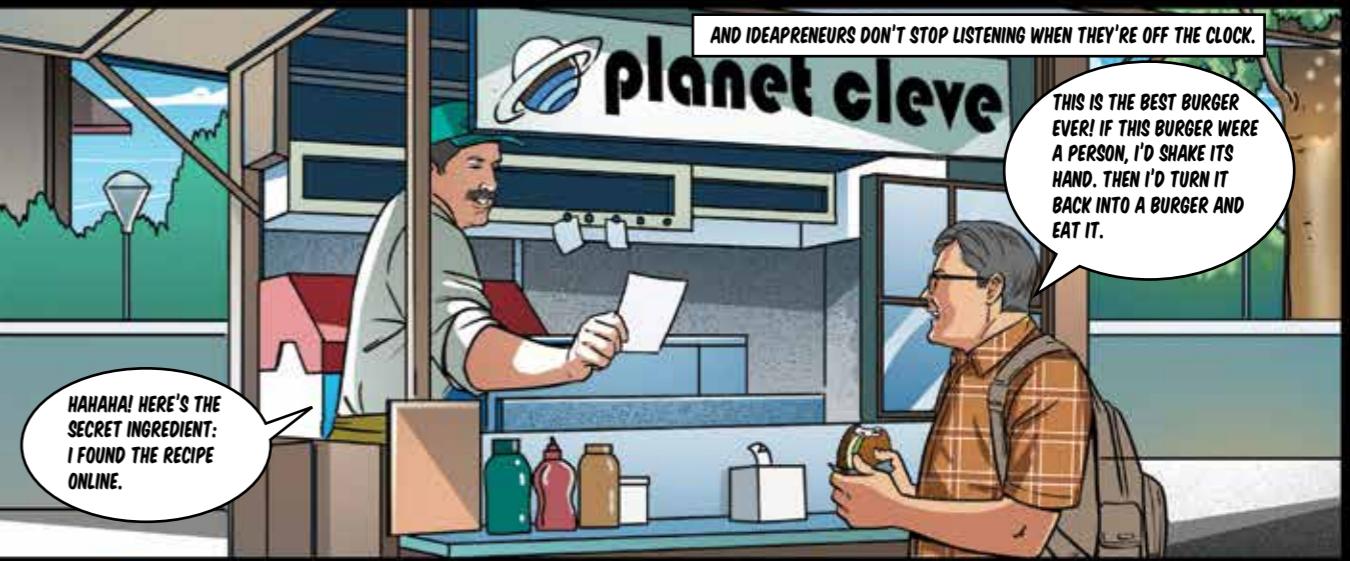




THE TALES OF IDEAPRENEURS.









ANUPAM'S IDEA GENERATED A BUSINESS IMPACT OF USD 23 MN AND 758MN UNIQUE CLICKS IN A SINGLE YEAR FOR THE CLIENT.

NEXT: A BANKABLE IDEAPRENEUR GOES BEYOND THE CALL OF DUTY IN...



THE PROBLEM LAY IN THE XSDs THEY WERE USING.

SO BASICALLY, ALL THE FILES THEY'RE TRANSFERRING ARE IN A FORMAT CALLED XML. BUT THE CONTRACT OF THE FILE COMPOSITION IS MADE IN A SECOND FILE CALLED AN XSD. A VALID XML FILE IS ONE THAT COMPLIES WITH THE XSD.

AND THEY RUN INTO TROUBLE BECAUSE FOR EACH INDIVIDUAL TYPE OF FILE, THERE IS A DIFFERENT XSD BEING USED.

EXACTLY!

I SUPPOSE WE COULD JUST FIX THEIR ERRORS AS THEY COME ALONG, BUT...

THAT WON'T GIVE US A GOOD NIGHT'S SLEEP! WE'VE GOT TO ERADICATE THIS PROBLEM COMPLETELY.

EFFECTIVELY MAKING OUR SERVICE OBSOLETE FOR THE CLIENT. AS YOUR MANAGER, I MUST SAY, I'M IMPRESSED!

THANK YOU, SIR! WE OWE IT TO THIS ENABLING ENVIRONMENT. AT MY OLD WORKPLACE, THEY'D HAVE CONFISCATED MY SEGWAY!

MY CLIENTS WERE NOT EXPECTING A SOLUTION SO SOON...

WE CALL IT THE SEPA ENGINE XSD VALIDATOR. SAY GOODBYE TO LIMITED FILE SIZES AND XSD QUERIES.

BUT AS FAR AS I WAS CONCERNED...

FANTASTIC WORK! YOU IDEAPRENEURS ALWAYS DELIVER THE UNEXPECTED!

...THIS IS THE REASON I CHOSE TO WORK AT HCL.

THANK YOU, SIR. BUT AS IDEAPRENEURS, THAT'S OUR JOB.

AND I WAS HUNGRY FOR MORE.

HELLO?

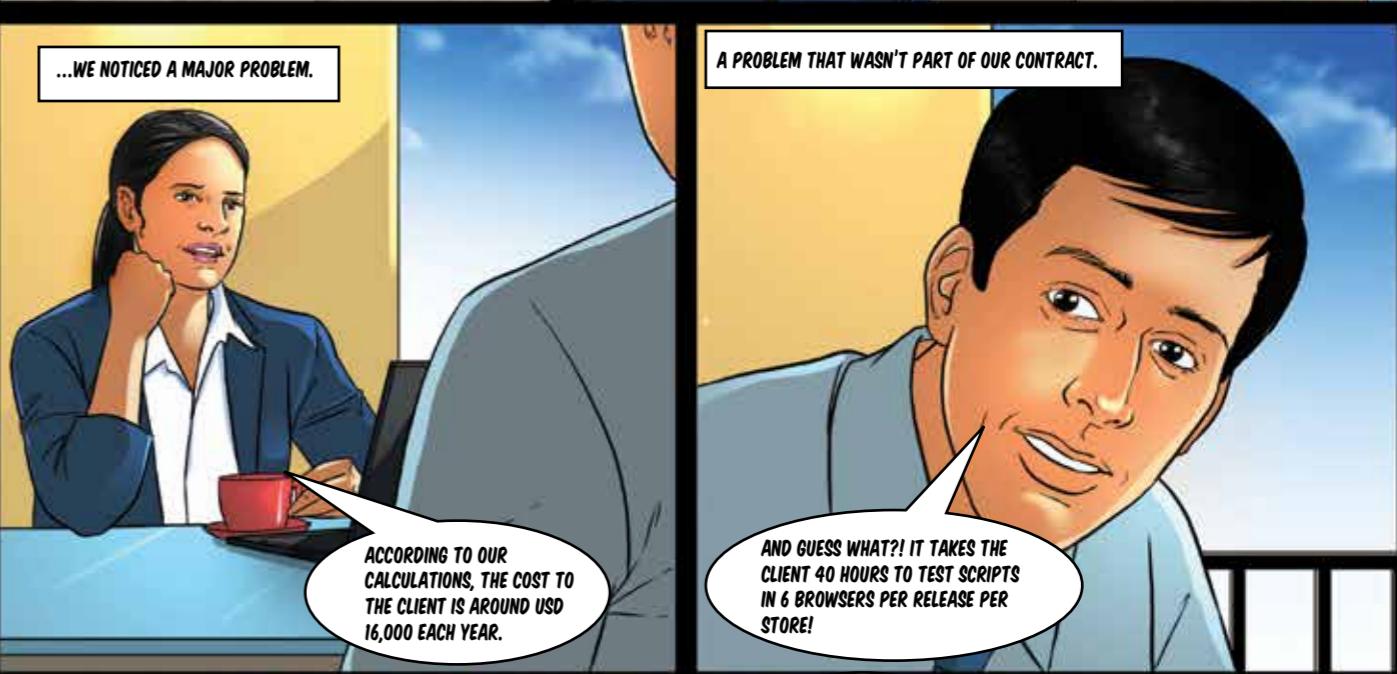
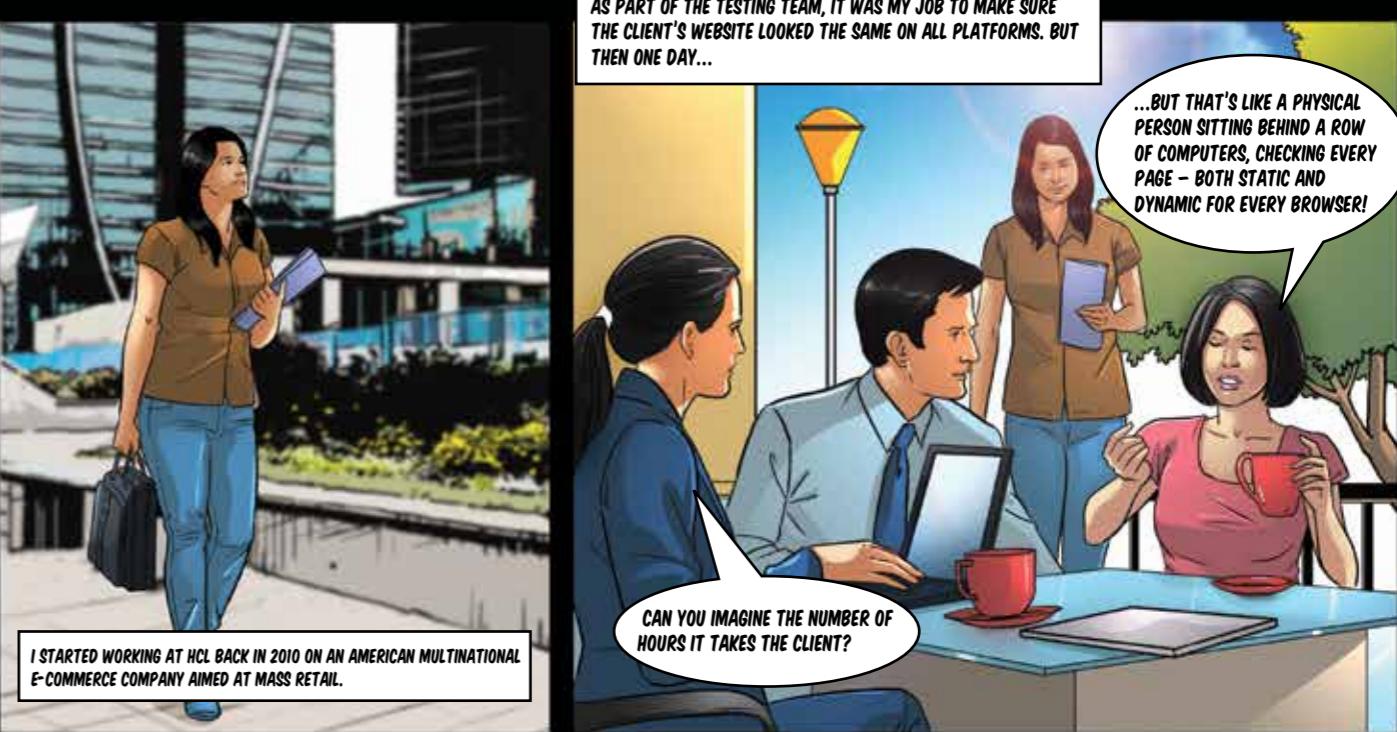
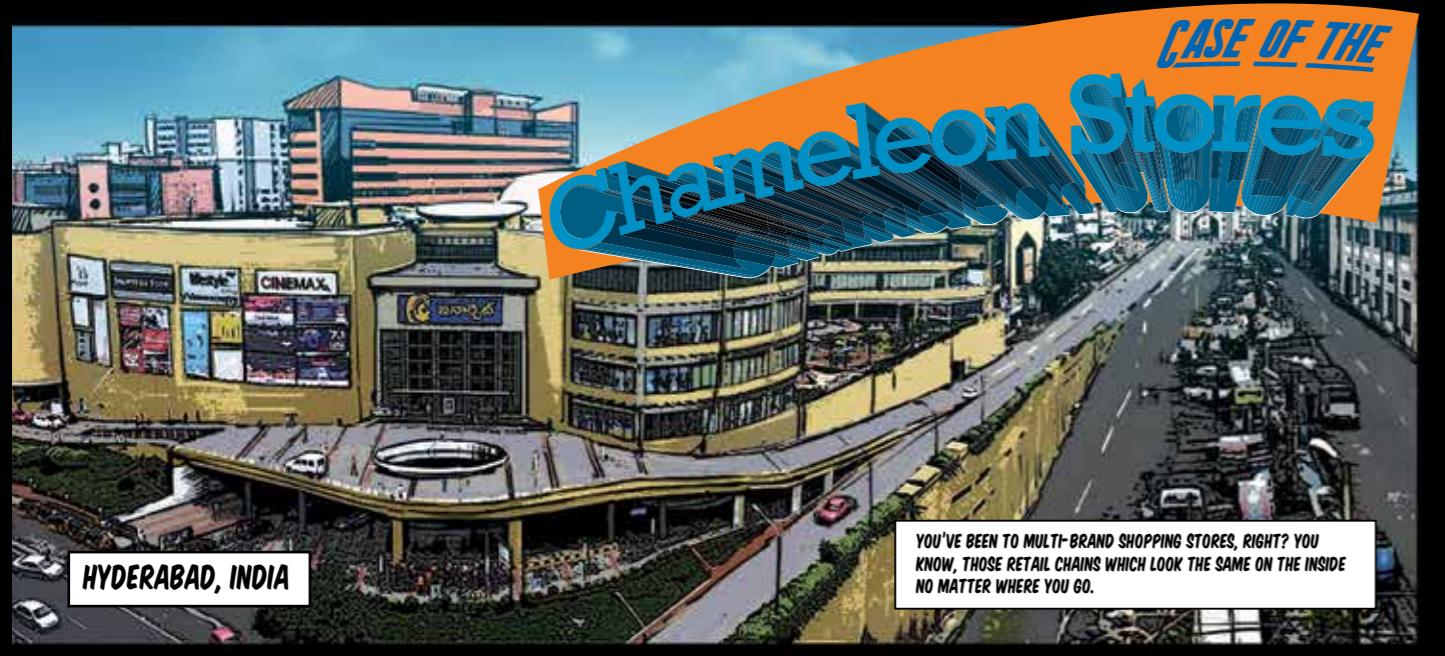
HI MATE, HOW'S IT GOING AT HCL? I WANT TO QUIT MY JOB.

ALAN'S IDEA WAS IMPLEMENTED AND IT CREATED A VALUE WORTH USD 107,000 FOR THE CLIENT.

GREAT! DO YOU WANT TO START A CAREER?

NEXT: FIND OUT WHAT THE INTREPID IDEAPRENEUR HAS IN STORE IN...





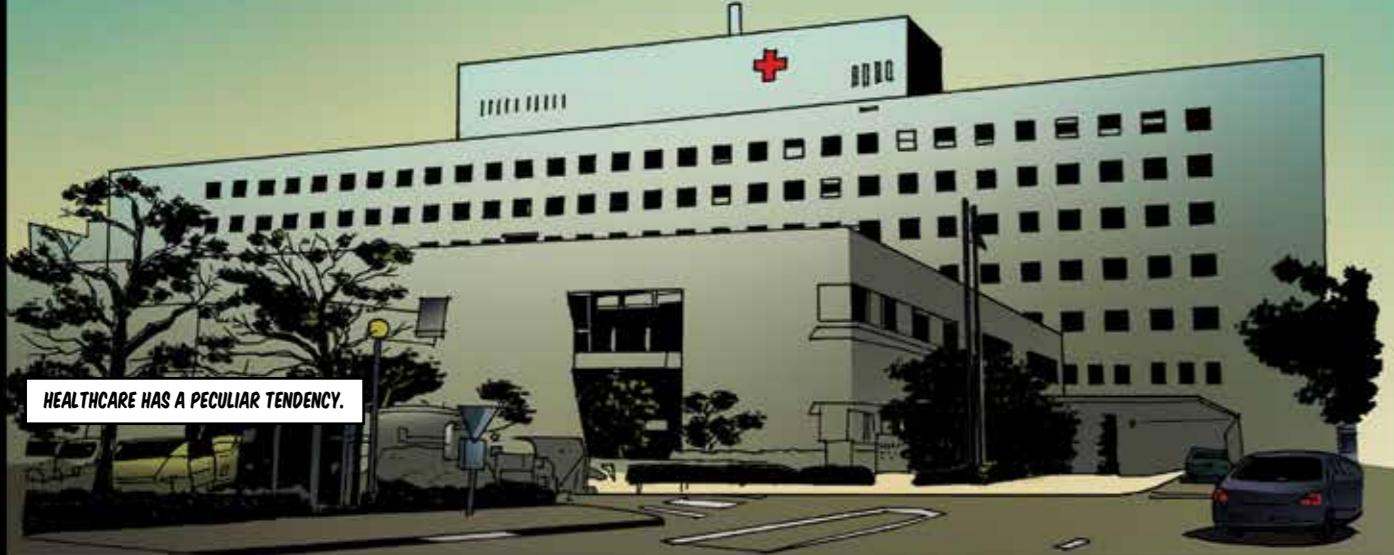






NEW DELHI, INDIA

Idea a Day^{AN}

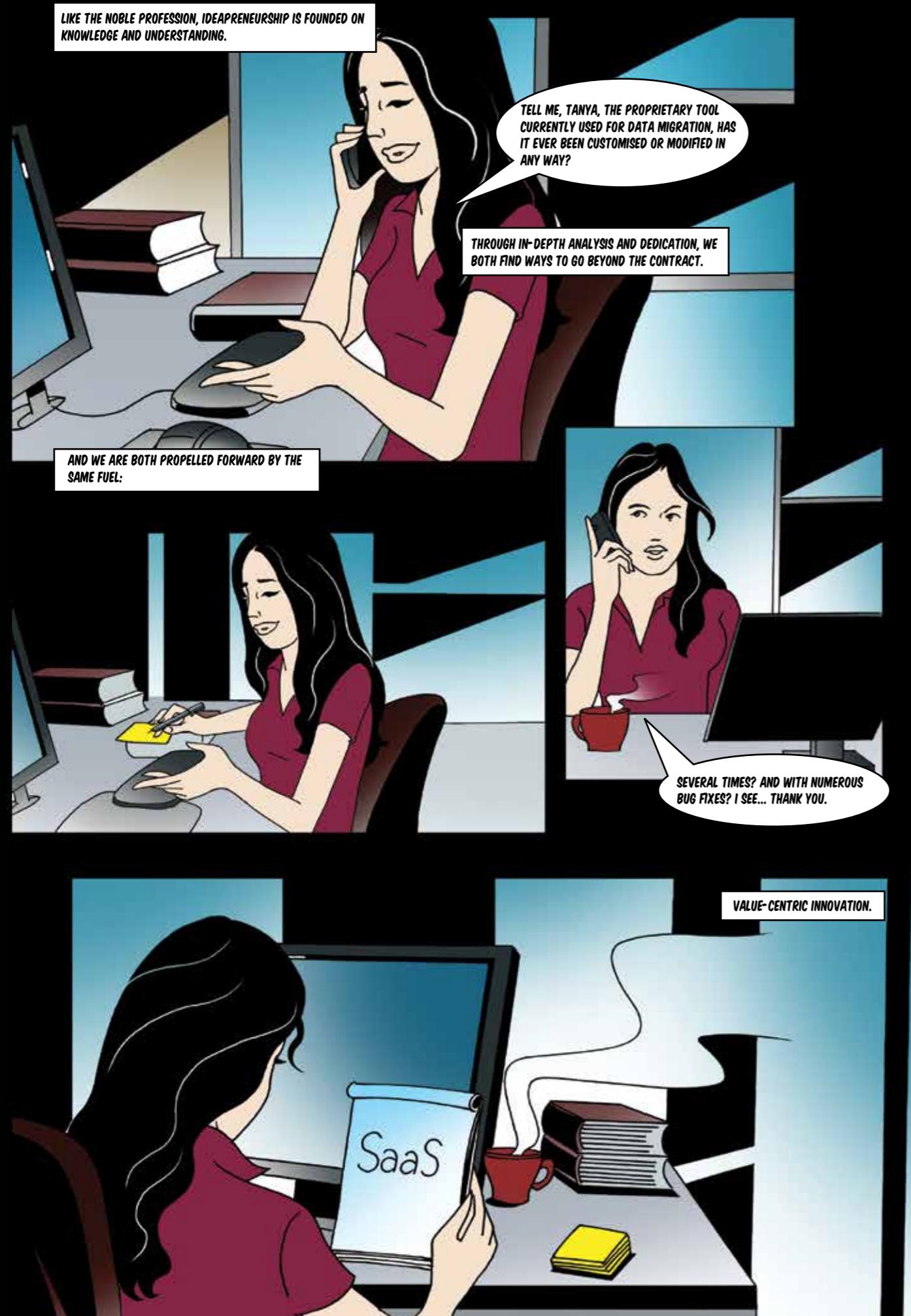


HEALTHCARE HAS A PECULIAR TENDENCY.



YOU SEE WHY MIGRATING RAW DATA FROM CLINICAL TRIALS IS SO IMPORTANT? WITHOUT THEM, WE WON'T GET FDA APPROVALS, AND WITHOUT FDA APPROVALS, WE CAN'T RELEASE DRUGS INTO THE MARKET.





NEXT: AN IDEAPRENEUR STIKES A CHORD IN...

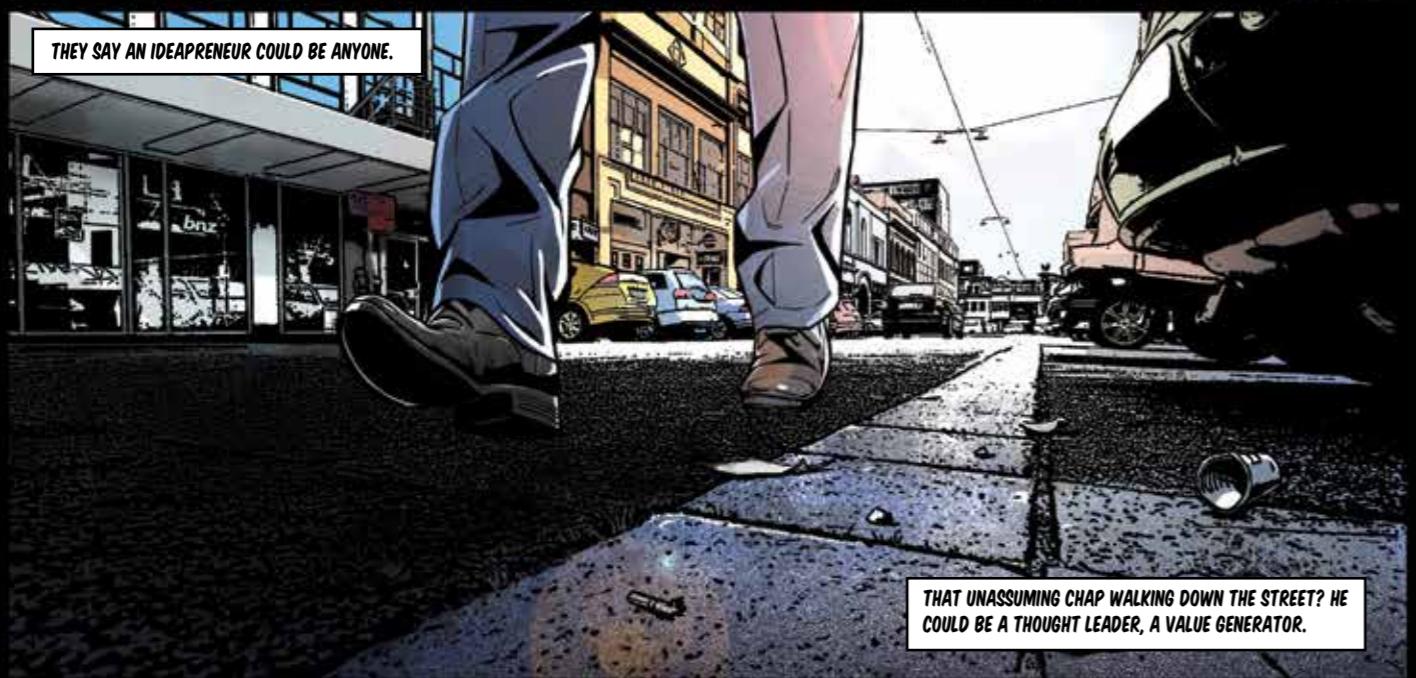




NEXT: AN IDEAPRENEUR ANSWERS THE CALL IN...



TORONTO, CANADA



THEY SAY AN IDEAPRENEUR COULD BE ANYONE.

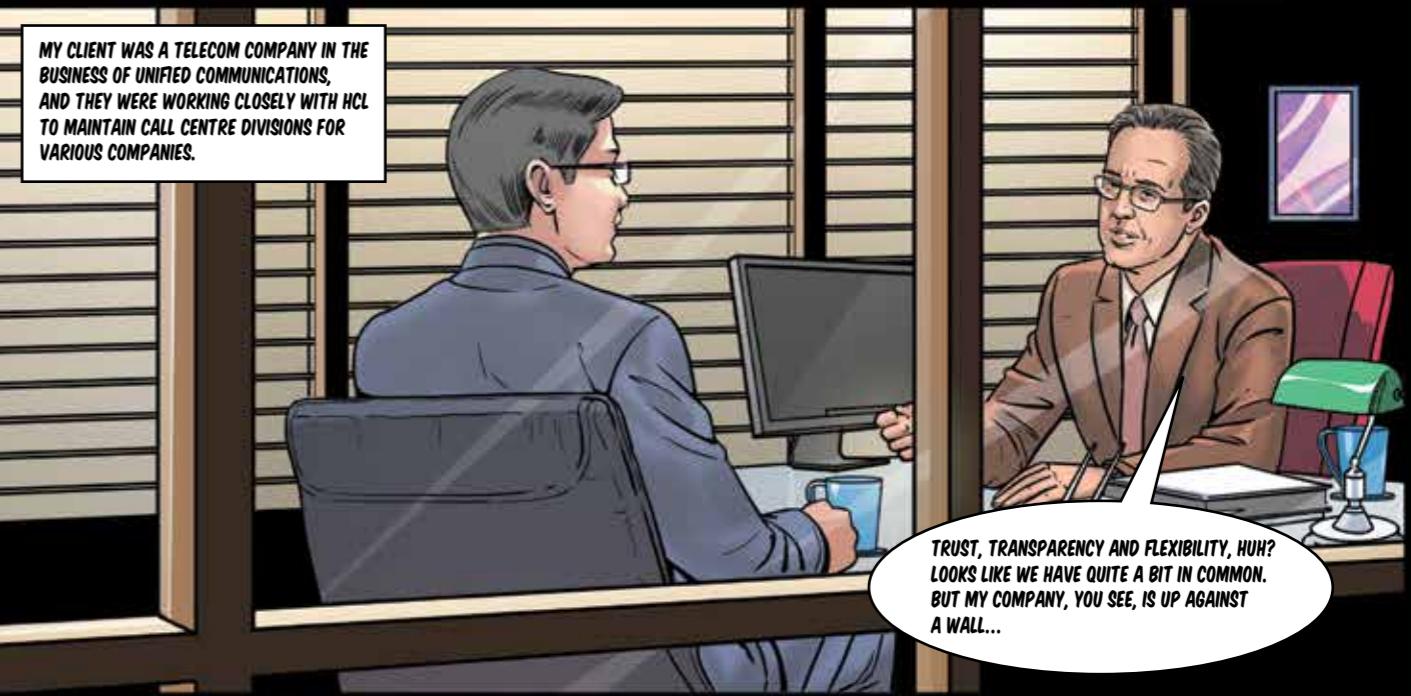
THAT UNASSUMING CHAP WALKING DOWN THE STREET? HE COULD BE A THOUGHT LEADER, A VALUE GENERATOR.



OR A VISIONARY, ADDING VALUE TO CLIENTS WITH EACH IDEA.



AT HCL, THAT'S WHO I WANTED TO BE.



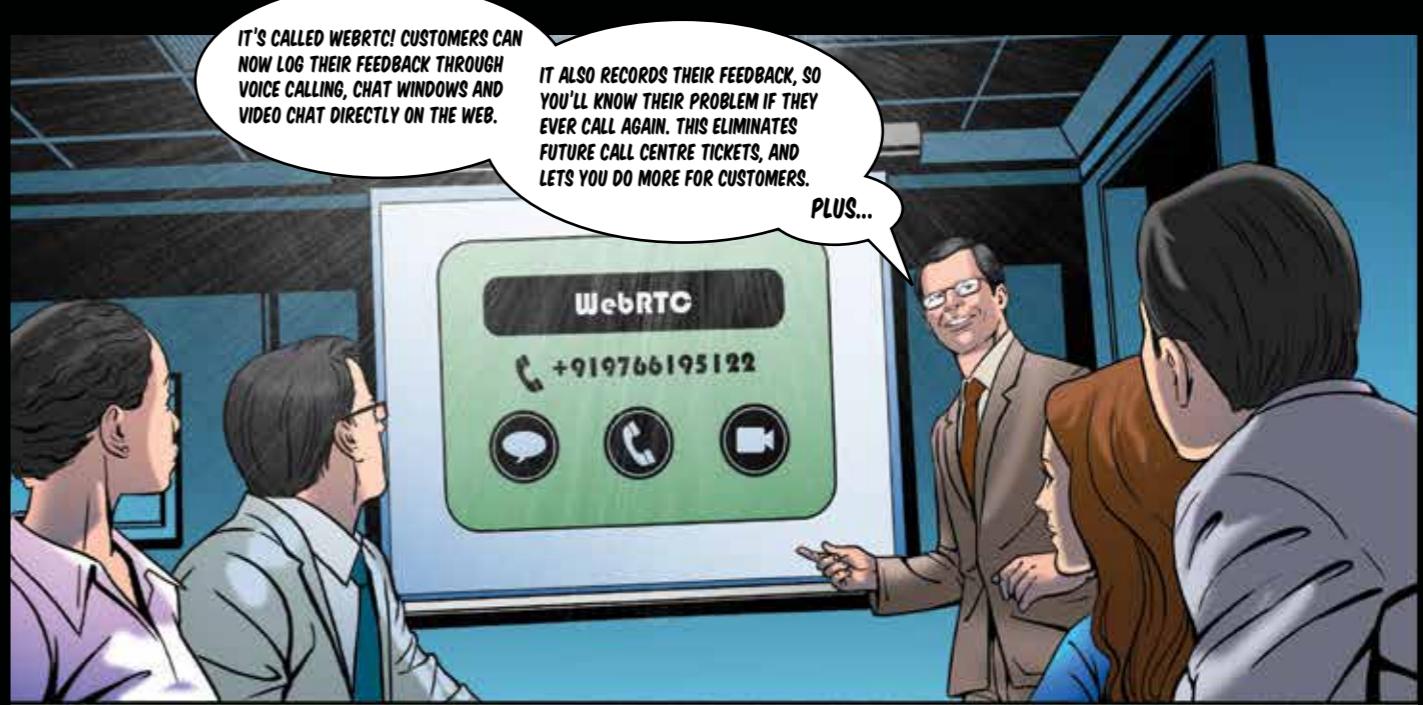
MY CLIENT WAS A TELECOM COMPANY IN THE BUSINESS OF UNIFIED COMMUNICATIONS, AND THEY WERE WORKING CLOSELY WITH HCL TO MAINTAIN CALL CENTRE DIVISIONS FOR VARIOUS COMPANIES.

TRUST, TRANSPARENCY AND FLEXIBILITY, HUH? LOOKS LIKE WE HAVE QUITE A BIT IN COMMON. BUT MY COMPANY, YOU SEE, IS UP AGAINST A WALL...



...AND I CAN'T SEEM TO GET A HALF-DECENT SOLUTION FROM ANY OF THE SO-CALLED 'TECH GIANTS' OUT THERE.





CROSSING THE FENCE AND TRANSFORMING FROM A CLIENT TO A VENDOR PUT ME IN A UNIQUE POSITION.

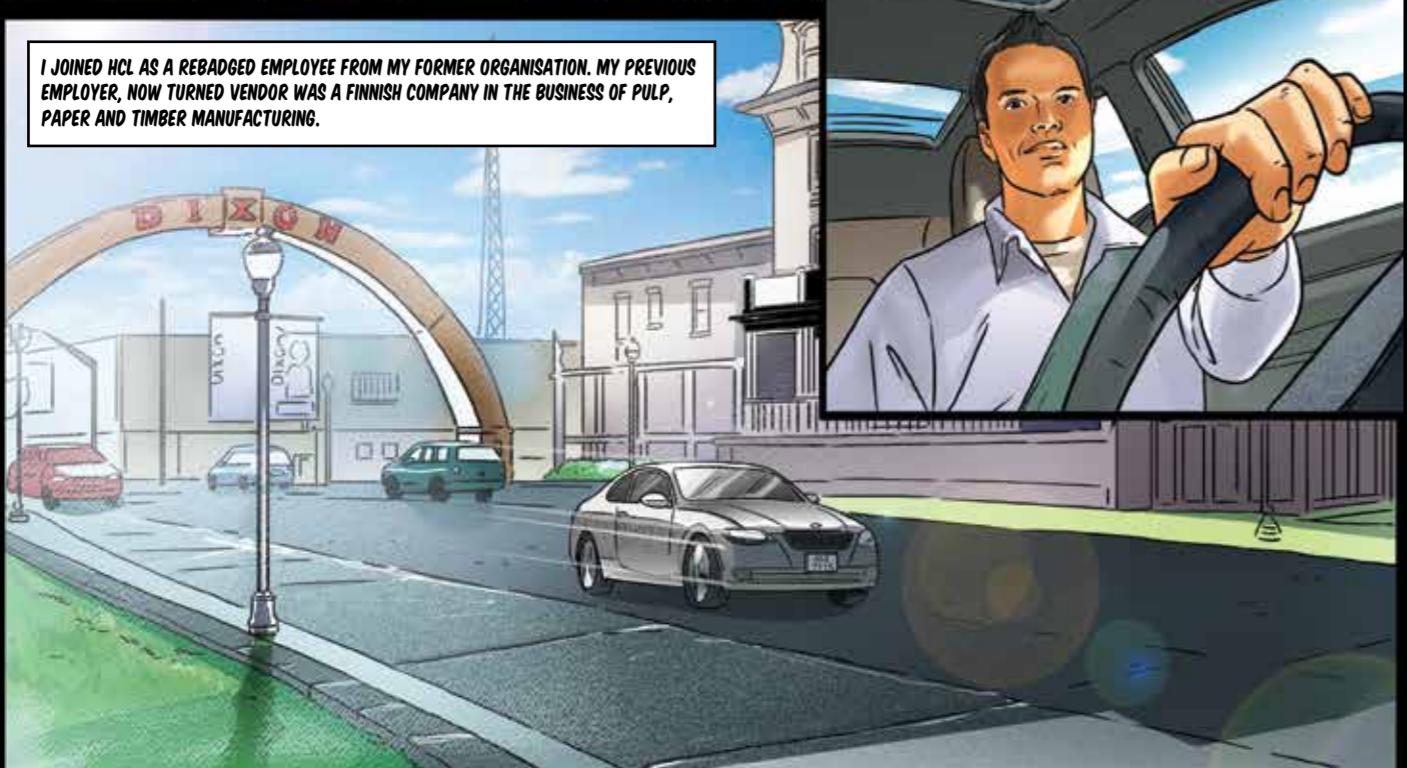


DIXON, USA

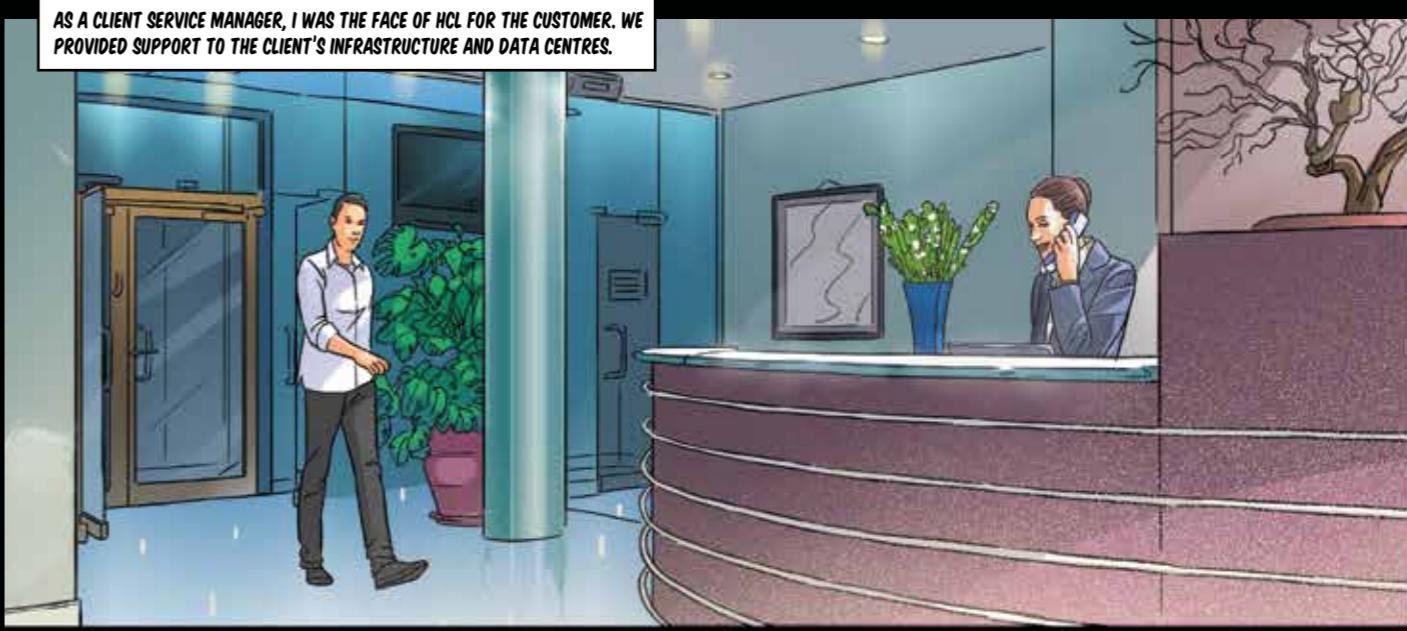
I THINK LIKE A CLIENT, BUT WORK LIKE A VENDOR!



I JOINED HCL AS A REBADGED EMPLOYEE FROM MY FORMER ORGANISATION. MY PREVIOUS EMPLOYER, NOW TURNED VENDOR WAS A FINNISH COMPANY IN THE BUSINESS OF PULP, PAPER AND TIMBER MANUFACTURING.



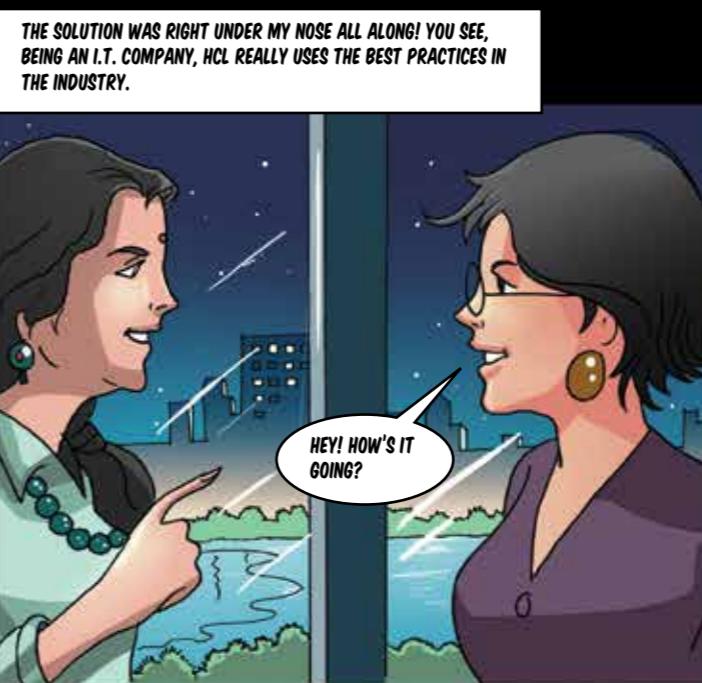
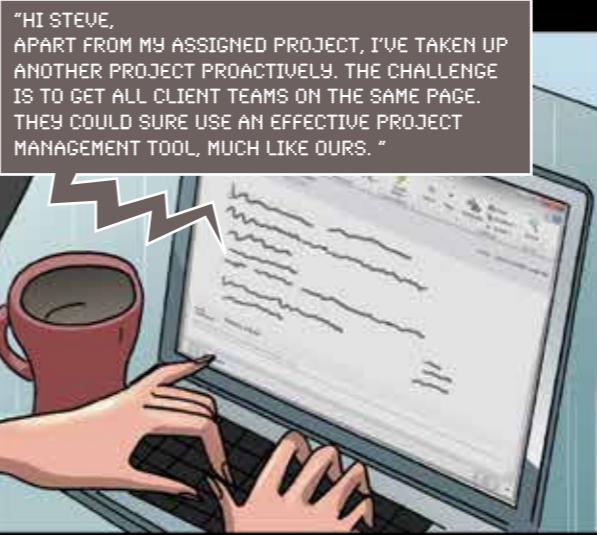
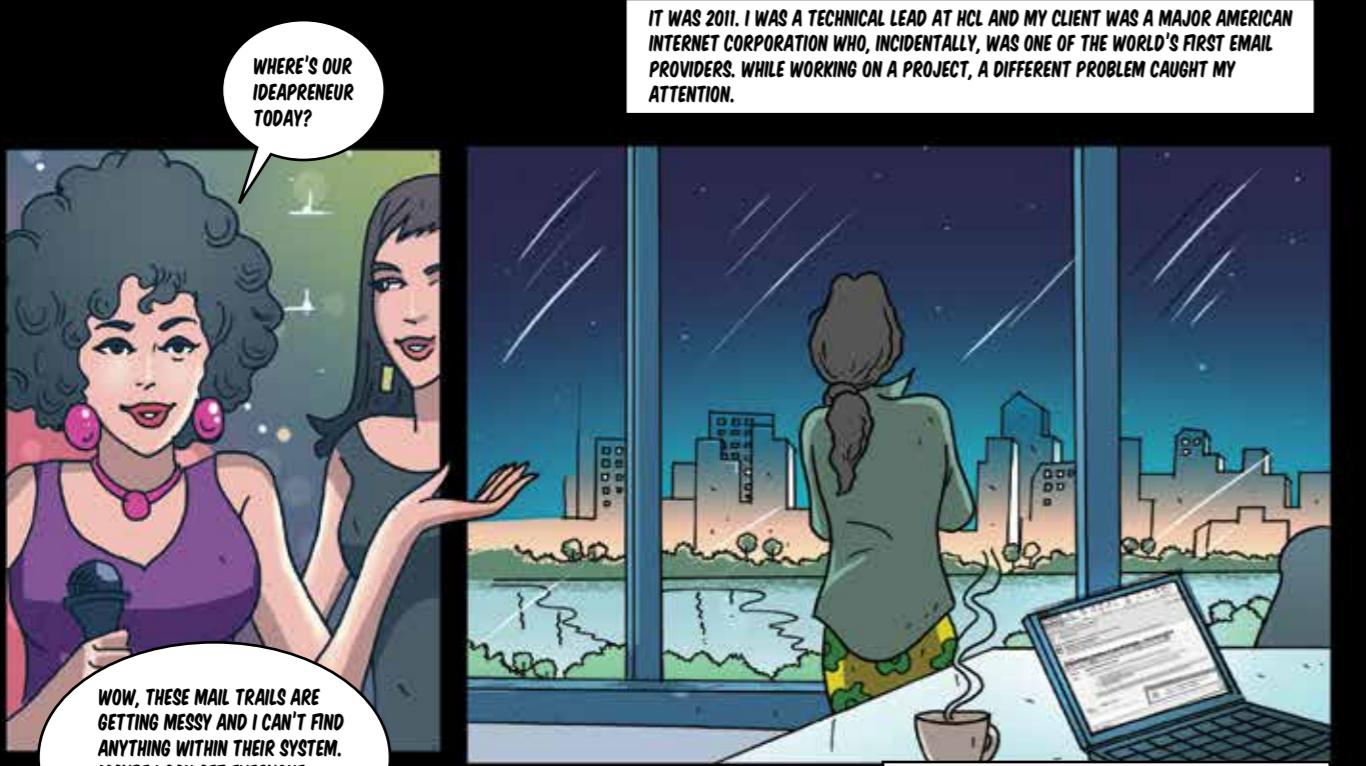
AS A CLIENT SERVICE MANAGER, I WAS THE FACE OF HCL FOR THE CUSTOMER. WE PROVIDED SUPPORT TO THE CLIENT'S INFRASTRUCTURE AND DATA CENTRES.



IN MANY WAYS, MY TRANSITION FROM CLIENT TO VENDOR WAS SMOOTHER THAN EXPECTED. I DIDN'T HAVE TO BUILD RELATIONSHIPS FROM SCRATCH. IN FACT, I USED OUR SHARED HISTORY TO TAKE THE RELATIONSHIP FURTHER.









THE CLIENTS USED RAMYA'S PROJECT MANAGEMENT TOOL, WHICH HAS A PROJECTED VALUE OF USD 120,000.

NEXT:
THE HEART OF VALUE CENTRIC INNOVATION,
THE SOUL OF HCL'S EVERY RELATION,
IF THERE'S ONE THING THAT'S FOR SURE,
IT'S THE RETURN OF THE IDEAPRENEUR!
STAY TUNED FOR VOLUME 2!

MEET THE IDEAPRENEURS



Prem Sundar

PREM'S IDEA GAINED SEVERAL ACCOLADES AT HCL, LIKE THE VALUE CHAMPION AWARD. THIS BOOSTED THE MORALE OF HIS TEAM AND GAVE PREM THE CONFIDENCE TO TAKE ON THE ROLE OF A LEADER.



Anupam Anand

USING THE VALUE PORTAL SHOWED ANUPAM THE IMMENSE POTENTIAL OF HCL'S SEED PLATFORMS. HIS IDEA MADE HIM THE CYNOSURE OF ALL SEG MEETINGS AND GAVE HIM THE CONFIDENCE TO CREATE VALUE FOR HIS CLIENT.



Alan Wade

"IDEAPRENEURSHIP IS A GREAT PRINCIPLE" SAYS ALAN, WHO AS AN IDEAPRENEUR, GAINED THE TRUST AND APPRECIATION OF HIS CLIENT AND THE SUPPORT OF HCL AS HE CONTINUES TO PURSUE HIS PASSION: IDEAS.



Alka Katiyar

ALKA RECEIVED PRAISE FROM ALL QUARTERS FOR HER VALUE PORTAL CONTRIBUTION, INCLUDING SENIOR LEADERSHIP AND THE CLIENT. HER RESEARCH AND ANALYSIS WORK HELPED HER BROADEN HER PROFESSIONAL HORIZONS.



Nikhil Verma

ACCORDING TO NIKHIL, THE PATH TO HIS IDEA HELPED HIM SEE THE VALUE OF DEVELOPING RELATIONSHIPS BEYOND THE CONTRACT. WITH THE CULTURE OF IDEAPRENEURSHIP BY HIS SIDE, NIKHIL CONTINUES HIS PURSUIT OF VALUE CENTRIC INNOVATION.



Payal Baloni

PAYAL'S IDEA BROUGHT SENIOR MANAGERS AND I.T. PROFESSIONALS TOGETHER INTO A COHESIVE TEAM AND SHE RECEIVED A FORMAL SIGN OFF FROM HER CLIENTS. ACCOLADES AND APPRECIATION FOLLOWED, GREATLY IMPACTING HER CAREER.



Warren Daly

JOINING HCL TURNED OUT TO BE A WONDERFUL PROFESSIONAL AND CULTURAL SHIFT FOR WARREN. AS AN IDEAPRENEUR AT HCL, WARREN UP-SKILLED HIMSELF, AND HIS IDEA BROUGHT HIM RECOGNITION FROM THE CLIENT AND TOP HCL LEADERSHIP.



Barun Gupta

WITH A SIGNIFICANT CONTRIBUTION, BARUN WAS INSTILLED WITH A NEW SENSE OF CONFIDENCE AND NOW CONTINUES ON HIS QUEST TO FIND EMERGING TECHNOLOGIES IN THE UNIFIED COMMUNICATION SPACE.



Todd McMillion

TODD'S IDEA GAINED THE GRATITUDE OF HIS CLIENTS AND THE APPRECIATION OF HCL. AS A TRUE IDEAPRENEUR, TODD TAKES PRIDE IN KNOWING THAT HIS CONTRIBUTION HELPED HIS CLIENT.



Ramya Subramanian

RAMYA'S CONTRIBUTION TO HER CLIENT IMMEDIATELY STOOD OUT IN A TEAM OF 500. HER IDEA NOT ONLY BROUGHT HER ACCOLADES FROM THE TEAM, BUT WAS ALSO APPRECIATED BY THE CLIENT.