

INTERNSHIP REPORT

Submitted in the partial fulfilment for the award of the degree of

BACHELOR OF ENGINEERING IN ARTIFICIAL INTELLIGENCE AND MACHINE LEARNING

**Submitted by:
SAMARJEET SINGH KALRA
20BCS6598**

**AT
HCLTech**

**Under the Supervision of:
Mr. MAHESH KUMAR C. - GENERAL MANAGER**



**CHANDIGARH
UNIVERSITY**
Discover. Learn. Empower.

DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

APEX INSTITUTE OF TECHNOLOGY

**CHANDIGARH UNIVERSITY, GHARUAN,
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MONTHLY INTERNSHIP REPORT

A. Internship Contact Information

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Report period (start date)	04/01/2024
Report period (end date)	02/08/2024

B. Distribution of hours:

Orientation ___5___ Observing ___10___ Meetings (e.g. staffing, working with the team, etc) ___15___ Lectures, Seminars, Conferences ___5___ Assessment ___5___ Planning (activity analysis, goals and objectives, etc) ___15___ Studying/Researching ___40___ C. Implementation (in hours which so ever is applicable. Otherwise mention Not Applicable): a. Leadership ___Not Applicable___ b. Counselling ___ Not Applicable ___ c. Supervision ___ Not Applicable ___ d. Evaluation ___ Not Applicable ___ e. Documentation ___20___ f. Discharge/Transition Plans ___ Not Applicable ___ g. Other (Please specify) ___65_(Data cleaning, coding, report generation, Dashboard building)___ Total clock hours during this report period ___180 hours approximately___

CHAPTER 1: INTRODUCTION

From January 4, 2024, I embarked on my journey as a Tech Associate at HCLTech within the Intel ecosystem. My role involved contributing to various projects aimed at optimizing Intel's technological infrastructure.

One of my notable contributions included collaborating on the development of innovative solutions to enhance data processing efficiency. This involved leveraging cutting-edge technologies to streamline analysis to find gaps and improve overall performance within the Intel ecosystem and other accounts globally.



About HCLTech

HCL Technologies is a multinational IT services and consulting company known for its expertise in digital transformation, infrastructure management, and cybersecurity solutions. As a prominent player in the industry, HCLTech collaborates with leading technology partners like Intel to deliver innovative solutions to clients across various sectors. Recent industry trends show a growing demand for cloud computing, artificial intelligence, and cybersecurity solutions, areas in which HCLTech and Intel continue to innovate and excel.

About Intel-EBU

CloudSMART for Intel is HCLTech's continuous modernization experience to help enterprise accelerate their cloud business transformation journey. HCLTech's Intel ecosystem will help build focused, innovative and industry-tailored solutions for Intel clients.

The main goal is to develop a solution having Intel value adds to achieve to optimize various running workloads.



Intel Offerings

- Hybrid Cloud
- Multi-Cloud
- Digital Workplace Services
- Network /5G
- Edge & AI

HCLTech's Intel Ecosystem Business Unit focuses on creating solutions that leverage Intel's technology and services for HCLTech's global clients. This unit aims to develop innovative offerings that address specific client needs and incorporate Intel's value propositions. By combining HCLTech's expertise in system integration and IT services with Intel's cutting-edge technologies, this unit helps clients achieve their business goals.

CHAPTER 2: JOB DESCRIPTION

As a **Tech Associate** at HCL Technologies, I play a pivotal role in the Intel Ecosystem Business Unit, where our focus is on developing innovative solutions that leverage Intel's technologies to drive business value for our global clientele. Reporting to **Mr. Mahesh Kumar C**, the role encompasses a diverse set of responsibilities aimed at delivering cutting-edge solutions and exceptional client experiences.

Key Responsibilities

1) Solution Development

- a) Collaborate with cross-functional teams to understand client requirements and design tailored solutions that integrate Intel's value adds.
- b) Utilize the Intel technologies to enhance solution performance, security, and scalability.
- c) Conduct thorough analysis and testing to ensure the efficacy and reliability of developed solutions.

2) Client Engagement

- a) Act as a primary point of contact for clients, providing expert guidance on solution capabilities and value propositions.
- b) Participate in client meetings and presentations to demonstrate the benefits of Intel-powered solutions and address any queries or concerns.

3) Project Management

- a) Manage end-to-end project lifecycles, from requirement gathering and solution design to implementation and post-deployment support.
- b) Coordinate with internal teams and stakeholders to ensure timely delivery of projects within scope and budget constraints.

4) Technical Expertise

- a) Stay abreast of the latest developments in Intel technologies and industry trends to continuously enhance solution offerings.
- b) Provide technical guidance and mentorship to junior team members, fostering a culture of learning and innovation.

INTERNSHIP TIMELINE	4 th Jan 2024 – 02 nd August 2024
DAILY WORK HOURS	8hrs/day

DAILY TASKS

1) Solution Design and Development

- a) Analyze previous marketing collaterals and conduct research to refine and enhance developed solutions.
 - b) Incorporate insights from research and analysis into solution design and development processes.
 - c) Implement solution components based on identified improvements and enhancements.
- 2) Client Interaction and Communication**
- a) Reach out to clients for pre-sales tasks, including gathering requirements and presenting solution offerings.
 - b) Maintain regular communication with clients to provide updates on solution development progress and address queries or concerns.
 - c) Act as a liaison between clients and internal teams to ensure alignment of project objectives and client expectations.
- 3) Intel Partner University Courses**
- a) Completion **Intel Granulate** and **Intel Trust Authority** courses from Intel Partner University.
 - b) Apply knowledge gained from courses to inform solution design and development processes, leveraging Intel technologies effectively.
- 4) Documentation and Reporting**
- a) Maintain documentation of research findings, analysis reports, and solution design specifications.
 - b) Prepare reports and presentations summarizing key findings and recommendations for internal stakeholders and client review.
- 5) Collaboration and Knowledge Sharing**
- a) Collaborate with cross-functional teams to incorporate insights from research and analysis into solution development.
 - b) Share knowledge and insights gained from Intel Partner University courses with team members to enhance collective understanding and expertise.

CHAPTER 3: Key Learnings

- **Understanding Intel's ecosystem: Insight** into Intel's partnerships, products, and technologies.
- **Collaborative teamwork:** Effective collaboration with diverse teams from HCL and Intel.
- **Technical skills enhancement:** Acquired proficiency in Intel products, solutions, and platforms.
- **Problem-solving and analytical thinking:** This involves the ability to identify issues, analyze them, and develop effective solutions. Strengthening these skills means becoming more efficient at tackling real-world challenges by breaking them down into manageable parts and applying logical thinking to solve them.
- **Adaptability and flexibility:** This refers to the capability to adjust to changing circumstances and requirements. Successfully adapting to dynamic project requirements means being open to change, quickly learning new methods or technologies, and being able to pivot strategies when necessary.
- **Effective communication:** This involves improving the ability to convey ideas clearly and persuasively to different stakeholders. Strengthening communication skills means being able to articulate complex concepts in a simple manner, actively listening to others, and tailoring communication styles to different audiences.
- **Project management:** This includes skills related to planning, executing, and monitoring projects to ensure they are completed successfully. Hands-on experience in project management means being able to create detailed project plans, coordinate resources, track progress, identify and mitigate risks, and deliver results on time and within budget.
- **Business acumen and customer focus:** Understanding business needs and aligning solutions with customer expectations involves more than just technical skills. It means having a deep understanding of the market, the industry, and the customer's pain points, and then crafting solutions that address those needs while also aligning with the company's goals.

By focusing on and strengthening these areas, one becomes better equipped to handle the challenges and demands of the professional world, ultimately leading to more successful outcomes in various endeavors.

CHAPTER 3: Project Discussion

Objectives Of Project:

The primary objective was to develop a comprehensive Quarter on Quarter (QoQ) plan for all Independent Software Vendor (ISV) partners, detailing the value-added services and support provided by Intel for their solutions. This included identifying opportunities to integrate Intel's technology into ISV solutions, enhancing their performance, security, and efficiency.

How the Objectives were Achieved

- **Research and Analysis**
 - Conducted thorough research on the ISV ecosystem, analyzing the types of solutions offered by partners and understanding their technological needs.
- **Stakeholder Engagement**
 - Engaged with ISV partners to gather insights into their product roadmaps, challenges, and requirements.
- **Identifying Value Adds**
 - Identified key Intel technologies and services that could benefit ISV solutions, such as Intel hardware acceleration, optimization for Intel architecture, and access to Intel's developer tools.
- **Strategic Planning**
 - Developed a detailed QoQ plan outlining specific value adds and support Intel would provide to each ISV partner, aligning them with their goals and objectives.
- **Execution and Monitoring**
 - Implemented the QoQ plan, providing technical support, training, and resources to ISV partners. Regularly monitored progress and adjusted strategies as needed.

Skills Learned During the Internship

During the internship, I acquired both scientific and professional skills, including:

- **Analytical Thinking:** Learned to analyze complex data and market trends to develop effective strategies.
- **Strategic Planning:** Developed skills in creating detailed plans and roadmaps to achieve business objectives.
- **Stakeholder Engagement:** Enhanced communication skills through interactions with ISV partners and internal teams.
- **Technical Knowledge:** Gained understanding of Intel technologies and their applications in enhancing software solutions.
- **Project Management:** Learned to manage timelines, resources, and deliverables to ensure successful execution of plans.

Results/Observations

Throughout the internship, several key results, observations, and work experiences were noted:

- **Improved Collaboration:** Enhanced collaboration between Intel and ISV partners, resulting in stronger relationships and increased mutual benefit.
- **Enhanced Solutions:** ISV solutions were improved with Intel's technology, leading to better performance, security, and efficiency.
- **Market Expansion:** Intel's presence in the ISV ecosystem expanded, attracting new partners and customers.
- **Positive Feedback:** Received positive feedback from ISV partners on the value-added services provided by Intel.
- **Professional Growth:** Experienced significant professional growth through exposure to real-world business challenges and opportunities.

Challenges Experienced

- **Learning Curve:** Initially, there was a steep learning curve in understanding the concepts and technologies related to confidential computing.
- **Integration Complexity:** Integrating confidential computing solutions with existing infrastructure posed challenges in compatibility and configuration.
- **Performance vs. Security Trade-off:** Balancing performance requirements with security measures was a constant challenge, requiring careful optimization.
- **Communication Barriers:** Communicating complex technical concepts to non-technical stakeholders was sometimes challenging.
- **Managing Expectations:** Balancing the expectations of ISV partners with Intel's capabilities and resources was a constant challenge.
- **Adapting to Change:** Adapting to changes in market trends and ISV partner requirements required flexibility and agility in planning and execution.

CHAPTER 3: Conclusion

In conclusion, my internship experience in developing a Quarter on Quarter (QoQ) plan for the

ISV ecosystem at Intel has been incredibly enriching and rewarding. Through comprehensive research, strategic planning, and effective execution, I successfully achieved the objective of providing value-added services and support to our ISV partners.

During this internship, I acquired a diverse set of skills, both scientific and professional, that will be invaluable in my future career. Analytical thinking, strategic planning, and stakeholder engagement skills were honed through the process of developing detailed QoQ plans tailored to the needs of each ISV partner. Additionally, I deepened my technical knowledge of Intel technologies and their applications in software solutions, enhancing my ability to provide effective support and guidance to our partners.

The results and observations from this internship were highly positive. We saw improved collaboration between Intel and our ISV partners, resulting in enhanced solutions that provided better performance, security, and efficiency. The expansion of Intel's presence in the ISV ecosystem and the positive feedback from our partners underscored the success of our efforts.

However, the internship also presented challenges, including resource constraints, technical complexity, communication barriers, and the need to manage expectations and adapt to change. Overcoming these challenges required creativity, resilience, and effective problem-solving skills.

Overall, this internship has been a transformative experience that has not only contributed to the success of Intel's ISV ecosystem but has also facilitated my own personal and professional growth. I am grateful for the opportunity to have been part of such a dynamic and impactful project, and I am excited to carry forward the skills and experiences gained into my future endeavors.

CHAPTER 3: References

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