

Powering the ISV ecosystem with HCLTech Digital Engineering

Streamlined success through our Proven framework



What does HCLTech offer you?

- Comprehensive and tailored model for ISV (independent software vendor) migration to Google Cloud and subsequent SaaS enablement.
- Product Engineering DNA mindset to re-imagine your solution with new-age SaaS capability.
- Flexible and customizable strategy and engagement model based on product maturity. No 'one-size-fits-all' approach.
- Take advantage of our extensive partner ecosystem for new monetization opportunities and extend the reach with marketplace integration.

ISV Challenges for Cloud Adoption

Two separate clients (ISVs and ISVs Customers) – Separate priority and objectives

Data handling and protection: Data Migration, Applicable Data Protection Act, Backup and DR

Deep insight needed about ISV **Customer's ecosystem** (Each ISV customer migration will be unique)

Multiple versions of product in production

Wide range of **as-is scenarios** to consider: ISV Cloud, Customer DC, Customer owned Public Cloud subscription

Integration: Hybrid Cloud (Customer Public cloud subscription + Customer Private DC + ISV on Cloud)

Our services



Technology augmentation

Engineering partner to deliver new engaging customer experience



SaaSification

Create a new commercial model by SaaSifying your product



Supercharging with Gen AI

Provide new experience by embedding GenAI through self-service chatbots



Scale globally

Fast-track global deployments of your product on GCP



Multi-tenant deployment

Take advantage of HCLTech's one click ISV solution for multi-tenant provisioning



Marketplace integration

Launch your product through Google marketplace with billing integration

What makes us unique?



Experience design



Rapid MVP prototyping



API monetization



OneClick for multi-tenant deployment



Advisory and strategy-led approach



Industrialized/factory model



Next-Gen platforms (containers, microservices, serverless)

Why HCLTech?



100+

Engineering labs



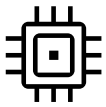
350+

global engineering engagements



1500+

patents filed,
60+ engineering solutions



65

of the top 100
RandD spenders
trust us



1000+ app

ongoing product
engineering



Write to us at: HCLGoogleBU@hcl.com | Visit us at: www.hcltech.com/google-cloud-ecosystem

HCLTech | Supercharging Progress™

HCLTech is a global technology company, home to more than 223,400 people across 60 countries, delivering industry-leading capabilities centered around digital, engineering, cloud and AI, powered by a broad portfolio of technology services and products. We work with clients across all major verticals, providing industry solutions for Financial Services, Manufacturing, Life Sciences and Healthcare, Technology and Services, Telecom and Media, Retail and CPG and Public Services. Consolidated revenues as of 12 months ending June 2023 totaled \$12.8 billion. To learn how we can supercharge progress for you, visit hcltech.com.

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