



Hungry tiger, dancing elephant

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**HCL was featured in above mentioned article in THE ECONOMIST (4th April issue).
Below mentioned is the excerpt where HCL was referred to:**

... IBM and the other multinationals are becoming increasingly nervous about the fifth-biggest Indian outsourcer, HCL Technologies. It is leaving the world's 200 biggest firms to the likes of IBM, and instead going after the next 800, which HCL's boss, Vineet Nayar, says tend to feel a bit neglected by the big traditional outsourcers. Largely unnoticed, HCL has won several contracts worth \$300m-700m for infrastructure management and business transformation. In a recent deal with Cisco, HCL will take on risk from the American hardware company, using a contract that forsakes a fixed fee in favour of sharing revenue. According to IDC, a technology-research firm, HCL "may very well be one of the contenders to lead the IT services world of the very near future".

As the Indian tigers improve, the pressure on IBM to innovate is bound to grow. That may get harder, which is why there is speculation that it will buy one of those Indian tigers. So far, adding jobs in India has not meant shedding many jobs in costlier places, such as America. And innovating may be harder when the corporate headquarters is in cosy New York rather than in the heat of the action in India. IBM's chief procurement officer may be in China, but no one who reports directly to Mr Palmisano is based outside America. Yet. ...

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