



REDEFINING THE ENTERPRISE CLOUD

HCL ENTERPRISE MANAGED COMPUTE ON DEMAND



HCL Enterprise Managed Compute on Demand (MCOD)

ACCESS	PLAN	DEPLOY	MIGRATE	INTEGRATE	RUN
Cloud assessment services	Cloud planning and design services	Cloud deployment services	Cloud migration services	Cloud integration services	Cloud operational services
Enables customers to develop an overall strategy, a detailed cost benefit analysis and a roadmap for enterprise-wide implementation	Assists customers with process related to architectural, orchestration and other tasks necessary for successful Cloud implementation	Enables customers to deploy Cloud platform quickly for enterprise workloads and other composite applications	Allows customers to migrate existing workloads from COLO or other Cloud service providers using HCL Cloud migration services	Allows customers to integrate and leverage existing tools, processes and legacy systems	Leverage our proven Remote Infrastructure Management (RIM) to oversee your Cloud infrastructure
Services include: <ul style="list-style-type: none"> • Cloud strategy workshop • Cloud assessment • Cloud migration assessment 	Services include: <ul style="list-style-type: none"> • Discovery and Analysis • Cloud architecture design • Management & orchestration planning 	Services include: <ul style="list-style-type: none"> • Cloud application delivery platform management • Deploy platform stacks and other offer as a service 	Services include: <ul style="list-style-type: none"> • P2V, V2V and P2P • Storage and data migration • Legacy migration 	Services include: <ul style="list-style-type: none"> • My Cloud implementation and integration • Tools and process integration 	Services include: <ul style="list-style-type: none"> • Enterprise Cloud management services • SLA management • Cloud management

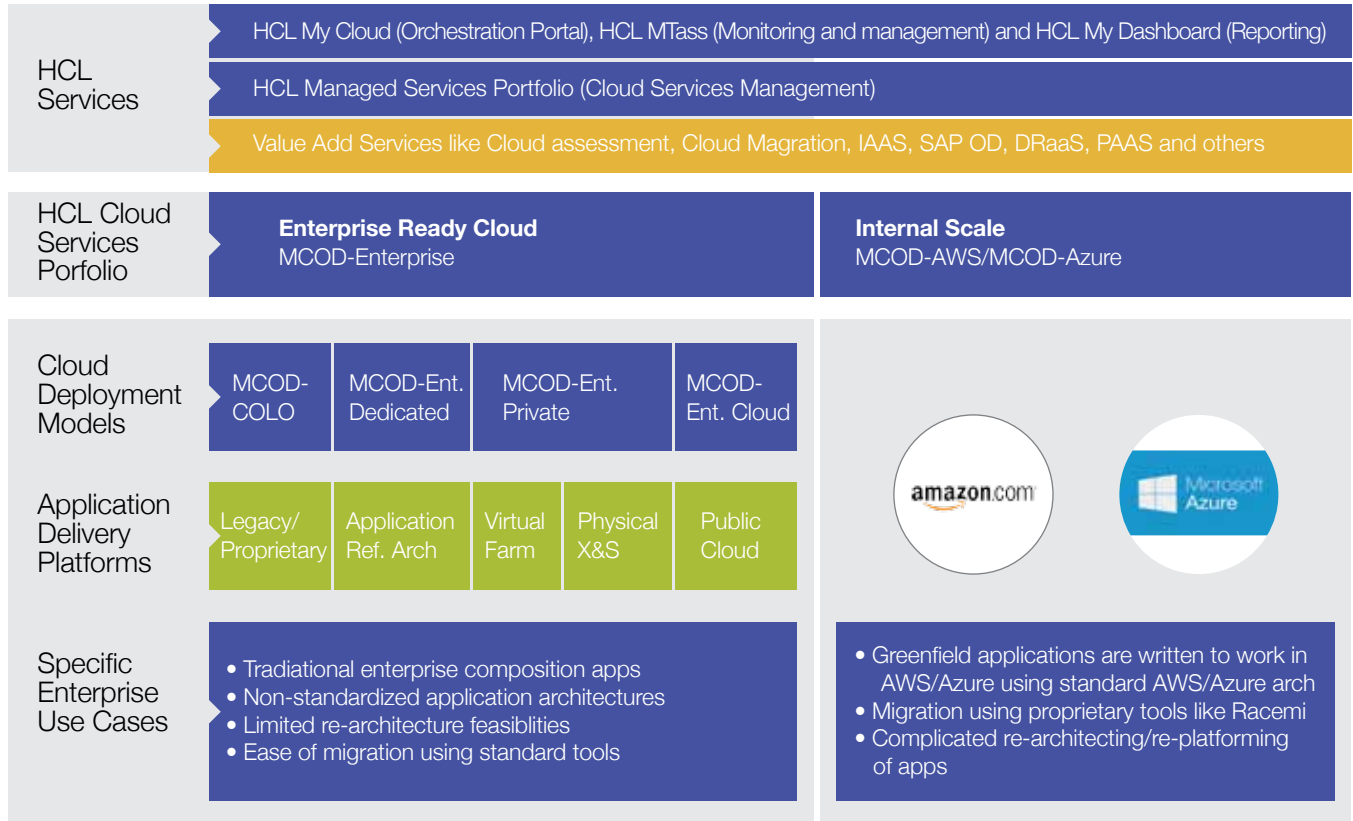
TRUSTED PARTNER AT EVERY STAGE OF YOUR ENTERPRISE CLOUD STRATEGY

What is HCL Enterprise MCODE?

HCL Enterprise MCODE stands for HCL Enterprise Managed Compute on Demand. It is the HCL Cloud services offering that encompasses the underlying Cloud fabric, Cloud orchestration layer and the entire breadth of HCL managed services. It is architected on VCE Vblock and designed specifically to meet the requirements of the enterprises that emphasize on a Cloud that fulfills all the security needs and helps adhere to every compliance requirement.

Orchestration Layer

HCL offers the choice of an end-to-end Cloud lifecycle management and orchestration platform through either HCL MyCloud or ServiceMesh that provides a flexible, high-performance, pay-as-you-go, on-demand infrastructure-based offering. Both are web based solutions that provide an easy-to-use interface to help provision, monitor and manage infrastructure and enable metering and chargeback on the cloud.



Deployment Models

HCL Enterprise MCOD-based Cloud services cover all the deployments from an enterprise-class public Cloud to a private Cloud to a dedicated Cloud setup. HCL Enterprise MCOD Public is a full-fledged public

cloud model of deployment where the underlying infrastructure is shared across multiple tenants with no term or volume commitments along with hourly billing capabilities. We also understand that a large subset of enterprise workloads demands a more dedicated environment coupled with the technical feasibility and pricing flexibility of Cloud. HCL MCOD Enterprise Private and Dedicated have been designed to meet these very requirements with minimal volume and term commitments and adherence to industry-wide best practices. MCOD Dedicated can also be hosted out of customer premises and yet be made available in a Cloud-based pricing construct.

Flexibility

HCL understands that when it comes to large enterprises there is no “one size fits all” answer to all the infrastructural needs. Enterprises demand and require the flexibility to provision the underlying infrastructure for their various applications in different ways and the appropriate flexibility in the pricing structure for the same. We offer a variety of MCOD offerings from public to dedicated models that can be hosted either at HCL Cloud data centers or within the customer’s premises itself, if desired. Moreover, partnering with Amazon Web Services (AWS) and Microsoft Azure, HCL ensures that it offers a solution for every use case possible for Cloud.

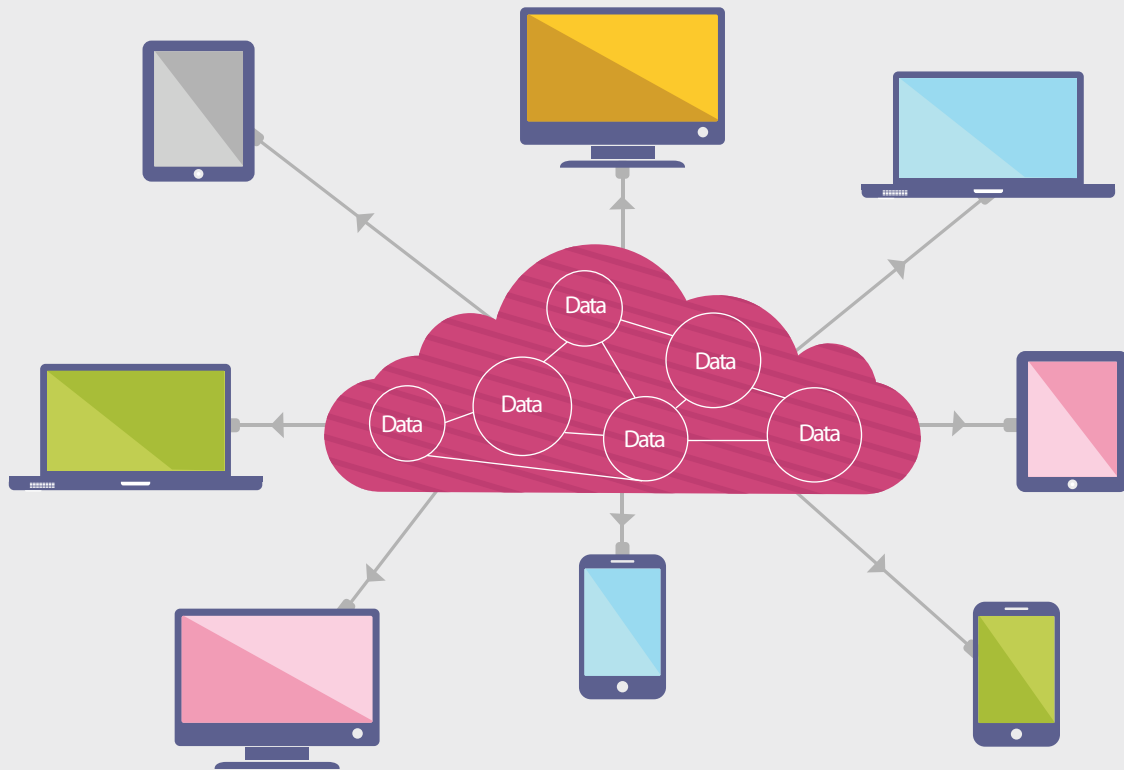
What About the Existing Legacy Platforms?

You may be considering migration of a subset of your application landscape to Cloud but what happens to the legacy infrastructure that some of these apps may be accessing? This is where HCL MCOD Colo comes into play with a dedicated space reserved within each of the 15 Cloud data centers worldwide to host the legacy/proprietary platforms that can access the Cloud hosted X86 workloads through a common Cloud fabric.

Geographical Spread

HCL MCOD is delivered through 15 enterprise class Cloud data centers that have unmatched geo coverage across North America, Europe and Asia Pacific regions. Besides, HCL’s partnership with Microsoft Azure and AWS thoroughly complements and enables a truly global presence of HCL Cloud services.





RECOVERNEXT CLOUD

Pay-as-you-go solution for x86
Physical and Virtual Server DR on
HCL Cloud

RECOVERNEXT CLOUD is a fully automated DR on Cloud solution for x86 physical and virtual workloads. By leveraging the power of Cloud, HCL offers RECOVERNEXT CLOUD on a pay-as-you use model, whereby a customer pays only for the DR instances at the time of actual DR or DR Drill. This gives tremendous flexibility to the customer to upscale and downscale its infrastructure and save big on licensing as well.

Cloud based recovery, Simplified!!

RECOVERNXT CLOUD provides full CLOUD-based recovery on HCL Public and Private Cloud and enables single click recovery of all the production instances. Customer has the option to go for HOT DR with 1-hour RTO or On Demand DR with 4-hour RTO. RECOVERNXT CLOUD can prove to be an excellent proposition for critical workloads, which demand high recovery SLAs. RECOVERNXT CLOUD supports multiple hypervisors workloads at the DR site, which enables “no vendor lockin” for the customer. Generally, organizations invest heavily in backup infrastructure, but RECOVERNXT proves to be an excellent solution for backups as well, in a single copy, RECOVERNXT creates both replication and backup copy thereby saving compute workload on the production instances. Bandwidth is another challenging aspect while considering disaster recovery, that is why RECOVERNXT CLOUD has WAN Aware replication which takes care of WAN optimization by leveraging In-line compression and live RPO and Application consistent point reports to customer in case WAN link creates problem also on the fly data is encrypted using AES 256 bit encryption between DC and DR sites to maintain security of data.



← RECOVERNXT
CLOUD
Availability
regions

The logo for RECOVERNXT AUTOMATE features the word "RECOVERNXT" in a grey, sans-serif font, followed by "AUTOMATE" in a larger, bold, pink, sans-serif font. A stylized cloud icon is positioned above the "X" in "RECOVERNXT", with a pink arrow pointing upwards and to the right, crossing through the "X".

RECOVERNXT AUTOMATE

Pay as you go is a single solution for Physical and Virtual Server DR Automation within customer-owned DC and DR sites

RECOVERNXT AUTOMATE enables DR automation of already existing primary and recovery sites of the customer. Multiple workloads demand multiple compute options but not necessarily multiple replication approach to do disaster recovery. RECOVERNXT AUTOMATE is built on the same philosophy whereby customer can get rid of multiple replication engines at Storage layer, Replication layer and Database layer. RECOVERNXT AUTOMATE gives customer a unified approach of doing every type of replication with single host-based solution. Also, RECOVERNXT AUTOMATE is an ideal fit for Physical and Virtual workload DR automation for x86 and Non x86-AIX and Solaris workloads.

RECOVERNXT AUTOMATE enables a unified dashboard for x86 and non-x86 physical and virtual workloads. Some of the key features of the solution are:

- Replication support for x86, AIX and Solaris in a single solution
- Replace multiple expensive replication solutions like EMC SRDF, SRM and Oracle Data Guard.
- Single solution for Physical and Virtual Workload DR Automation
- Real-time RPO measure for all workloads
- Multiple Hypervisor workloads supported
- Single click recovery process
- Granular replication and backup
- No hardware/virtualization OEM lockin

Key Highlights of RECOVERNXT

- Supports near zero data loss
- Supports Physical/Virtual Machine recovery
- Hypervisor agnostic
- Pay for what you use
- Application consistent recovery
- No OEM lockin for hardware and virtualization

RECOVERNXT is the only solution which creates single click disaster Recovery and has the integrated backup capability that eliminates the need for expensive backup solutions.



A vast majority of the enterprises still rely on D2D2T methodology for carrying out the backups. While that has been the norm over the years, the backup services market has seen a flurry of new-age products and approaches that are transforming the market landscape and gaining significant traction from the CIOs as well. The key difference with the new approach is that it brings in greater automation and leverages the power of deduplication, compression, encryption and WAN optimization in consonance with Cloud as the target storage. This confirmation ensures the benefits of lower capex costs and considerably lowers the recurring cost components.

What is BackupNXT?

BackupNXT is the latest addition in the HCL portfolio of services that are intended to help align the backup strategy for the customers with HCL's blueprint for the Enterprise of Future. The key tenets of BackupNXT are:

- **Go the Tapeless Way**

- The solution helps the enterprises move away from the legacy way of doing backups. Tape drives, library, vaulting, etc. involve a great deal of manual intervention; all of which gets eliminated through BackupNXT

- **SLA Fulfillment**

- The solution is capable of meeting any desired RTO levels as one copy of the backup always remains on premise for immediate restore availability. Moreover, all the discrete elements of the solution are brought under a single umbrella of HCL managed services

- **Flexibility**

- BackupNXT comes in two different flavors:
 - Without Agents: Only the on-premise backup target is replaced with a storage gateway that keeps one copy in its local cache in a deduped, compressed and encrypted form



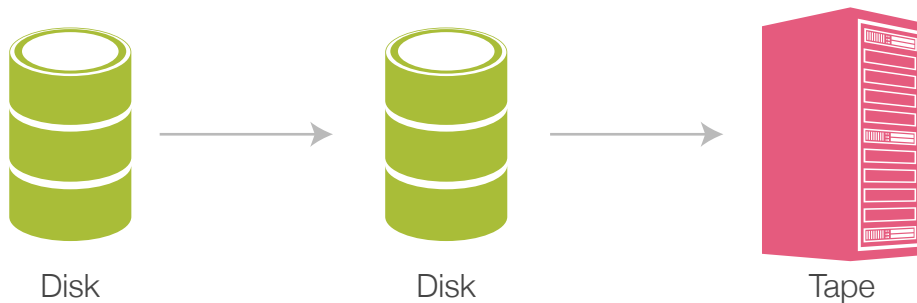
and replicates the same to Cloud. The backup software and infrastructure remain As-Is

- With Agents: The entire existing backup infrastructure gets replaced with a single solution that takes care of backup agents, on-premise storage and a secondary copy of the backed up data on Cloud

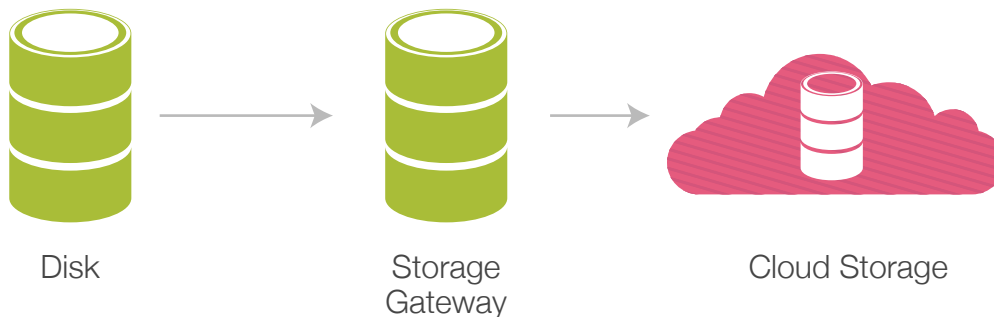
- **Backup Software and Cloud Service Provider Agnostic**

- Full compatibility with a majority of the existing backup products and Cloud service providers, thus ensuring that the customer has a wide array of choices to pick from

Current State



Future State



Why choose BackupNXT?

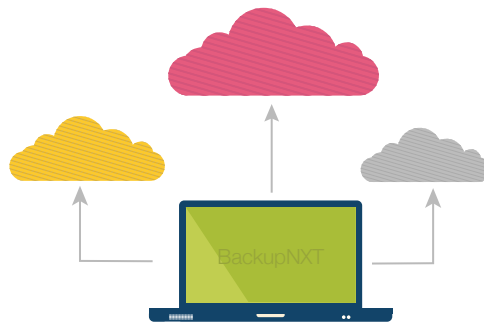
- Backup is emerging as one of the key use cases being considered by the enterprises world over, as their first step towards the Cloud journey. BackupNXT has the capability to seamlessly integrate the on-premise backup infrastructure setup to Cloud
- According to IDC, the amount of data in the digital universe is expected to grow by a factor of 50 over the

next decade. A significant chunk of this will be required to be backed up for compliance and data redundancy purposes and Cloud storage will have an important role to play. Why not start leveraging the vast, virtually unlimited, low-cost Cloud storage at your disposal?

- BackupNXT holds a tremendous transformational potential for any enterprise, which is at the cusp of refresh cycle for backup infrastructure or which is interested to explore an alternative backup methodologies

How HCL addresses key customer concerns?

- Present the business case that showcases the benefits that our valued customers can derive from both short term and long term perspective
- Provide detailed TCO analysis showcasing the tremendous cost savings potential of the solution
- HCL Offer the option of an Opex based pricing model that helps ease the strain on customer balance sheet
- Ready to conduct a Proof of Concept for the customer, to help understand the nuts and bolts of the solution





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Relationships
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HCL