

IBM Informix – HCL IP Partnership

Introduction – About HCL

Who is HCL?

HCL is a business enterprise with presence in the fields of technology and healthcare. Founded in 1976 as one of India's original IT garage startups, the HCL enterprise currently comprises three companies in India - HCL Technologies, HCL Infosystems and HCL Healthcare with annual revenues of **US\$7.1 billion and over 111,000 professionals** from diverse nationalities operating across **31 countries** including over 500 points of presence in India.

In the technology space, **HCL's offerings span a wide range of software and hardware services and solutions including R&D, Technology Services, Enterprise and Applications Consulting, Remote Infrastructure Management, IT Hardware, Systems Integration, Distribution of Technology and Telecom Products.** A new entrant in Healthcare, HCL aims to provide innovative medical services, products and training to meet the growing demand for quality Healthcare in India. For further information, visit www.hcl.com.

IBM and HCL IP Partnership from Client Perspective

How will Informix benefit from the IBM-HCL IP partnership?

Informix will be part of **HCL's Product and Platforms Division**. HCL and IBM will collaborate on:

- Offering management to deliver a richer Roadmap to our clients
- Marketing of Informix products
- Supporting Technical Sales activities
- Supporting and enhancing expertise in IoT and new business areas

HCL is responsible for Development, Support and Offering Management. Informix development and support employees will transfer to the larger HCL development organization. Seamless transition of development and support activities for Informix will be ensured with the necessary Informix expertise joining HCL.

IBM continues to own the Intellectual Property (IP) and is responsible for Sales, Technical Sales, Marketing, Lab Services and will be the first point of contact for support. HCL will also help with Sales, Marketing and Technical Sales activities.

There won't be any changes to client relationships and processes. For example, **there are no changes to Sales relationships, quotes, invoicing and payments. Product download mechanisms such as Passport Advantage, Fix Central and Trials & Downloads will remain unchanged. Additionally, there are no changes to how Clients report issues/problems (PMRs/APARs).** There won't be any changes to the Product documentation location on IBM website.

Other key points to note

- IBM recognizes the need to increase capacity and to innovate to address current Client needs and to address new growth areas.
- IBM intends to deliver additional capabilities to our clients
- IBM-HCL partnership has been made to secure **the long-term success of Informix products**
- IBM is expanding the existing partnership for **15+ years with HCL** to accelerate the product roadmap innovation and extend the Informix products to new Business areas
- All Informix products will continue to be supported according to IBM Software Support Lifecycle Policies.
- IBM will continue to sell the Informix products as it does today
 - No change to contracts. Sales contact is still with IBM
 - Executive, Technical and Advocate relationships remain unchanged.
 - IBM will continue to be the first point of contact for support and will work with HCL who will provide advanced support and Development.
 - Support management will be through the IBM's PMR process
 - IBM license, Pricing, Sales and support channels are unchanged.
 - IBM and HCL will ensure to keep the client commitments unchanged