



## Press Release

### **HCL Comnet declared leaders in Managed Security Services in India by Frost & Sullivan**

- Also ranked a leader in Security Systems Integration
- Third consecutive top rankings in this space after the V&D 100, 2005 Survey & DQ Annual Analysis

**New Delhi, October 10, 2005** – HCL Comnet, India's leading IT services company, was awarded the 2005 'Market Penetration Leadership Award for the Managed Security Services' space from Frost & Sullivan. HCL led the Managed Security Services Market with a phenomenal growth rate of 88%, thereby sweeping all rankings in this space this year.

The Frost & Sullivan Market Penetration Leadership Award is presented each year to the company that garners the highest revenue and market share within an industry. HCL Comnet has been chosen for the award because the company displayed an excellent performance and penetration in Managed Security Services Market in, as per the research for Managed Security Services Market category by Frost & Sullivan.

HCL also received the Marketing Leadership Award for the Security Systems Integration in India 2005, emerging as India's biggest reseller and systems integrators for network security products in India in 2004.

"The Frost & Sullivan Awards are a clear re-iteration of our leadership in this space. At Comnet we pioneered the Information security solutions & services in India almost 8 years back and today we are deservedly ahead in the MSS pack too. Our proactive management and value led services today in fact enjoy loyalty amongst Fortune clients all over the world" said Anant Gupta, Chief Operating Officer, HCL Comnet. "

"HCL Comnet was declared a winner after conducting interviews with all market participants and doing extensive secondary research of proprietary data. Our analysts compare and rank competitor revenue and market share within the industry. There are specific criteria used to ascertain the final competitor ranking in each industry. HCL Comnet emerged as a clear winner in the managed security services market. We are proud to announce them as the leaders in this space," said Alok Shende, Director, Technology Practice, Frost & Sullivan.

HCL Comnet has been the leader in Managed Services in the country for almost five years now. Voice & Data ranked it as the No. 1 network security service provider for second year in a row in 2005 and Dataquest Annual too ascertained the same in their annual analysis story.

HCL Comnet is in fact recognized worldwide as a leader and pioneer of remote infrastructure management services, an Industry in which CMP and NeolT ranked it No.1 this year.

#### **About HCL Comnet:**

A 100% subsidiary of HCL technologies, HCL Comnet is India's leading IT services company. A focused player in the IT services arena, HCL Comnet seeks to provide simplified infrastructure solutions through delivering high-performance management services for complex, distributed infrastructure environments encompassing the Internet, Client and legacy based infrastructures.

HCL Comnet addresses the growing demand for the cost-effective management of technology infrastructure across geographically dispersed locations. With a mission to develop innovative solutions for enterprises worldwide, the company has developed a unique model for Remote IT infrastructure management that enables customer organizations to achieve superior infrastructure performance and significantly reduced costs.

#### **About HCL:**



HCL is one of the leading Global Technology and IT enterprises with annual revenues of around \$2.0 billion, with IT Products and Services contributing to revenues of \$1.1 billion. The HCL Enterprise comprises of two companies listed in India, HCL Technologies ([www.hcltech.com](http://www.hcltech.com)) & HCL Infosystems ([www.hclinfosystems.com](http://www.hclinfosystems.com)). The 29-year-old enterprise, founded in 1976, is one of India's original IT garage start-ups. Its range of offerings span Product Engineering, Technology and Application Services, BPO, Infrastructure Services, IT Hardware, Systems Integration, and distribution of technology and telecom products in India. The HCL team comprises 24,000 professionals of diverse nationalities, who operate from 26 offices across 15 countries including 170 offices in India. HCL has global partnerships with several leading Fortune 1000 firms, including several IT and Technology majors.

HCL Technologies is one of India's leading global IT services company, providing software-led IT solutions, BPO and Infrastructure Management services. Making a foray into the services domain in 1997-98, HCL Technologies focuses on technology and R&D outsourcing, working with clients in areas at the core of their business. The company leverages an extensive offshore infrastructure and its global network to deliver solutions across select verticals including Banking, Insurance, Retail & Consumer, Aerospace, Automotive, Semiconductors, Telecom and Life Sciences. For the twelve-month period ended 31st December 2004, HCL Technologies along with its subsidiaries had revenues of \$ 664 million and 20,249 employees. For more information, please visit [www.hcltech.com](http://www.hcltech.com)

**About Frost and Sullivan:**

*Frost & Sullivan*, a global growth consulting company, has been partnering with clients to support the development of innovative strategies for more than 40 years. The company's industry expertise integrates growth consulting, growth partnership services, and corporate management training to identify and develop opportunities. *Frost & Sullivan* serves an extensive clientele that includes Global 1000 companies, emerging companies, and the investment community by providing comprehensive industry coverage that reflects a unique global perspective and combines ongoing analysis of markets, technologies, econometrics, and demographics. For more information, visit [www.frost.com](http://www.frost.com).

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