



HCL

HCL Infosystems Ltd.

#46/1/3 3rd & 4th Floors JNR Plaza
Garvebhavipalya Bangalore 560068

Tel: 080 42005258, 9740205144, 9845263906

Email: cigblr2@hclcdc.in; Web: www.hclcdc.in, www.hcl.in

Proposal for Institutional Alliance

www.hcl.in

\$ 5 BILLION ENTERPRISE

56,000 PROFESSIONALS

OPERATIONS IN 19 COUNTRIES

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**HCL****HCL Infosystems Ltd.**#46/1/3 3rd & 4th Floors JNR Plaza
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Email: cigblr2@hclcdc.in; Web: www.hclcdc.in, www.hcl.in**CORPORATE PROFILE****About HCL Enterprise**

HCL Enterprise is a \$ 5 billion leading Global Technology and IT Enterprise that comprises two companies listed in India - HCL Technologies & HCL Infosystems. The 3-decade-old enterprise, founded in 1976, is one of India's original IT garage start-ups. Its range of offerings span Product Engineering, Custom & Package Applications, BPO, IT Infrastructure Services, IT Hardware, Systems Integration, and distribution of ICT products. The HCL team comprises over 55,000 professionals of diverse nationalities, who operate from 18 countries including 360 points of presence in India. HCL has global partnerships with several leading Fortune 1000 firms, including leading IT and Technology firms.

HCL Infosystems Ltd.

HCL Infosystems portfolio of products covers the entire spectrum of the information technology needs of its customers. By virtue of the immense diversity of markets and customers that it address, HCL Infosystems products offerings include everything from high end enterprise level servers for mission critical applications to multimedia home computers. HCL Infosystems also offers all IT Infrastructure services including infrastructure management, networking, security and facility management etc.

HCL Infinet, a division of HCL Infosystems offers a range of telecom and imaging products including enterprise networking. To provide world-class solutions and services to the customers, HCL has formed Alliances and Partnerships with leading IT companies worldwide.

HCL Infosystems has alliances with global technology leaders like Intel, AMD, Microsoft, Bull, Toshiba, Nokia, Sun Microsystems, Ericsson, NVIDIA, SAP, Scansoft, SCO, EMC, Veritas, Citrix, CISCO, Oracle, Computer Associates, RedHat, Infocus, Duplo, Samsung and Novell.

These alliances on one hand give us access to best technology & products as well enhancing our understanding of the latest in technology. On the other hand they enhance our product portfolio, and enable us to be one stop shop for our customers.

Objectives:

- To create a sense of Pride and Recognition for the Institution
- Project educational Success, Enlightenment via the HCL HeritEdge.
- Overcome the Challenges of Today's Academics
- Unite the Industry to get them Right Skill Sets
- To improve the employability of the students

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HCL in Education

The company had ventured into the field of IT education and training with an objective to meet the increasing demand for skilled professionals from organizations across different domains.

HCL Infosystems provide specially designed courses in high-end Software, Hardware, Networking, computer integrated management, life skills etc. to groom professionals for the present day industry. With a view to bridge the demand-supply gap in skilled manpower, HCL has set up education centres across the country under the name "HCL Career Development Centre (HCL CDC)". Presently there are over eighty fully operational HCL CDCs in over seventy cities across the country and the number is likely to reach 100 before end of the year.

As the fountainhead of the most significant pursuit of human mind (IT), HCL strongly believes, "Only a Leader can transform you into a Leader". HCL CDC is a formalization of this experience and credo which has been perfected over three decades.

It is an initiative that enables aspiring individuals to benefit from HCL's longstanding expertise in the space and become Industry ready IT professionals.

Our Strength

HCL CDC has a focus to become the best independent training organisation in India. We offer more courses, with affiliations and in more locations. There are many reasons, but most important are the Technological and Quality imperatives.

1. **World-class technical expertise** based on our quality instructors & delivery methods ensure excellent training at our centers and corporate venues.
2. **Industry-leading custom content development** for hands on training in the classroom including onsite labs for real skill transfer to corporate.
3. **Regular upgrades in course contents** and course materials in line with the breakthroughs in IT industry.
4. **Reputation for Quality** We have a strong reputation among employers, who hire our graduates as a training organization that prepares students to evaluate situations, analyze solutions and apply practical knowledge to produce effective results.
5. **Our Faculty and Teaching Methodology** HCL CDC's faculty of instructors is comprised of Superior, Certified Instructors who are highly skilled, dedicated professionals who possess expertise in their chosen field, and teach using curriculum designed to prepare students with real-world, hands-on projects and labs in a blended learning environment
6. **Certification and training in less time for less money.** Our goal is to provide the highest quality training that enables a person to start or enhance their career as an IT professional, in the shortest amount of time. Our difference lies in the quality of our courses, delivery, infrastructure and instructors, exam preparatory sessions. HCL also runs authorised Prometric Testing Centre where the students can take up global certification exams.



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7. **Partnerships with world leaders in technology.** Our partnership with world leaders in technology – Microsoft, Oracle, Red Hat etc. translates into world class course contents and cutting edge technologies.

HCL Edge

- Backing of one of the leading global Technology and IT enterprises with annual revenues of US\$ 5 billion.
- Over 30 years experience in handling the needs of the IT industry in India
- Strong in-house R&D capability
- Strong relationship with customers across verticals
- Operating across India
- Educational alliance with world leaders in education – Microsoft, Oracle, Red Hat, Prometric etc.
- Technology Alliances and partnerships with global technology leaders like Intel, AMD, Microsoft, Bull, Toshiba, Nokia, Sun Microsystems, Ericsson, NVIDIA, SAP, Scansoft, SCO, EMC, Veritas, Citrix, CISCO, Oracle, Computer Associates, RedHat, Infocus, Duplo, Samsung and Novell.

Our Partners in Education



PROMETRIC™





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INSTITUTIONAL ALLIANCE – THE PROPOSAL

TARGET STUDENTS	Students of all years of Engineering, Management, MCA etc.
DURATION	120 – 140 hours (60 – 70 hours per semester) of training per year; Complete course <ul style="list-style-type: none"> 450 hours over 4 years(7 semesters) for Engineering 300 hours over 3 years (5 semesters) for MCA 182 hours over (3 semesters) for MBA Ideally the course should be delivered @ 4 hours/ week
CURRICULUM (the course will be customised based on the needs)	A typical curriculum is attached in <u>Annexure 1</u> ; Soft skills/ Employability Skills training – 20 hours/ semester (detailed curriculum – Annexure 2) Detailed curriculum for MBA is attached in Annexure 3
TRAINING METHODOLOGY	The focus is on providing industry based real time learning so as to ensure students acquire skills that are in alignment with global certifications.
VENUE	Your College Campus
RESPONSIBILITIES - HCL	<ul style="list-style-type: none"> To provide trained faculties at Campus To provide course contents with material to Faculty to conduct the program. To provide one set of courseware/ books for reference in the library To conduct the classes, labs, test etc. as per the curriculum. To monitor attendance, maintain Participant records. To provide each successful participant with the appropriate certificates. To provide placement assistance to eligible students
RESPONSIBILITIES - COLLEGE	<ul style="list-style-type: none"> Provide the complete infrastructure including class rooms, labs with PCs, licensed software and other networking equipments Provide boarding/ lodging for the faculty members deputed by HCL Collecting fees from the students and remitting the same to HCL
LAUNCH OF HCL ACADEMY – ROAD MAP	Step 1: Release of LOI / Sign of MOU with payment of sign-up fee Step 2: Press Conference/ Release announcing relationship Step 3: College will collect the fees and remit payment to HCL Step 4: HCL to freeze the class conduct modalities with college and send the faculties and course materials to the campus Step 5: Commencement of the batches



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COMMERCIALS

MODEL 1 – HCL ACADEMY		
VALUE PROPOSITION	<ol style="list-style-type: none"> HCL Academy Recognition & Accreditation Impart industry relevant skill sets to students through intensive training Soft/ Employability skills training Branding - the college gets the benefit of using HCL brand name in promotions and HCL promotes college name through web-site. Project Training HCL Certification Placement Assistance through HCL Head Office Placement Team 	
INVESTMENT	Option 1: Sign Up Fee: 50,000 per Annum Course Fee per student: Rs.3,500 per year Minimum no. of students: 300	Option 2: Sign Up Fee – Nil Course Fee per student: Rs.3,500 per year Minimum no. of students: 500
	College is free to fix higher fees as it may deem fit for the students.	
OTHER TERMS	<ol style="list-style-type: none"> The MOU/ Letter of Intent/ Agreement has to be signed and submitted by the college The fees will be collected from the students and the same will be paid before commencement of the classes. The payment will be made by cheque/ DD in favour of "HCL Infosystems Ltd." payable at Bangalore 	



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MODEL 2 – HCL K2 ACADEMY		
VALUE PROPOSITION	<ol style="list-style-type: none"> HCL K2 Academy Recognition & Accreditation – <u>for all the colleges of the Trust –</u> <i>i.e. with one license fee – the college can affiliate all the institutions belonging to the trust within the same district</i> Impart industry relevant skill sets to students through intensive training Soft/ Employability skills training Branding - the college gets the benefit of using HCL brand name in promotions and HCL promotes college name through web-site. Project Training HCL Certification Exclusive HCL Project Executive/ Placement Officer in the campus Technology Upgradation training for Faculty members. Workshops supported through resource persons from HCL/ associates / HCL Partners - Microsoft, Oracle, IBM, Red Hat etc. College can offer HCL courses to public also Placement Assistance <ul style="list-style-type: none"> Facilitate Campus Placements by HCL/ other reputed companies HCL Placement Officer stationed in the College Job Fairs HR Meet Alumni Outreach Activities through HCL portal Industry Exposure - Select students visit HCL Plant/ Best Projects presentation at Noida 	
INVESTMENT		<p>Sign Up Fee – Rs. 3,50,000 for 2 Years</p> <p>Course Fee per student: Rs.3,500 per year</p> <p>Minimum no. of students: 300</p>
OTHER TERMS	<ol style="list-style-type: none"> The MOU/ Letter of Intent/ Agreement has to be signed and submitted by the college The college will collect the fees from the students and the same will be paid to HCL before commencement of the classes. The payment will be made by cheque/ DD in favour of "HCL Infosystems Ltd." payable at Bangalore 	



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ANNEXURE 1

TYPICAL CURRICULUM FOR ENGINEERING STUDENTS

SOFTWARE TRACK

Academic Years	Odd Sem	Even Sem
1st Year	20 Hrs. Workshop on Soft Skills(Intro, Behavioural-I, Motivational)	20 Hrs. workshops (Behavioural-II, PD, Public Speaking)
	Assembling + Installation + C Lang. (40 Hrs.)	C++ Lang. (40 Hrs.)
2nd Year	22 Hrs. training on Communication/Soft Skills/PD(Part of Employability Skills)	24 Hrs. training on Communication/Soft Skills/PD(Employability Skills)
	Database Concepts using SQL (40 Hrs)	Java / Dot Net - I (60Hrs)
3rd Year	30 Hrs. Analytical and Recruitment Preparation + Project-I	20 Hrs Awareness + Project-II
	Java/ Dot Net - II (40 hrs) Online Assessment + Papers of different companies (20 Hrs)	Major Project (40 Hrs)
4th Year	Final Touch for Placement & Revision (Capsule of 14 Hrs.)	
	Technical Interview Preparation (20 Hrs)	

NETWORKING TRACK

Academic Years	Odd Sem	Even Sem
1st Year	20 Hrs. Workshop on Soft Skills(Intro, Behavioural-I, Motivational)	20 Hrs. workshops (Behavioural-II, PD, Public Speaking)
	Assembling + Installation + C Lang. (40 Hrs.)	C++ Lang. (40 Hrs.)
2nd Year	20 Hrs. training on Communication/Soft Skills/PD(Part of Employability Skills)	20 Hrs. training on Communication/Soft Skills/PD(Employability Skills)
	Networking Technology (40 Hrs)	Networking Devices (60 Hrs)



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Academic Years	Odd Sem	Even Sem
3rd Year	30 Hrs. Analytical and Recruitment Preparation + Project-I	20 Hrs Awareness + Project-II
	Red Hat Linux - I (40 hrs) Online Assessment + Papers of different companies (20 Hrs)	RedHat Linux II + Project (40 Hrs. including Project)
4th Year	Final Touch for Placement & Revision (Capsule of 20 Hrs.)	
	Technical Interview Preparation (20 Hrs.)	

EMBEDDED TRACK

Academic Years	Odd Sem	Even Sem
1st Year	20 Hrs. Workshop on Soft Skills(Intro, Behavioural-I, Motivational)	20 Hrs. workshops (Behavioural-II, PD, Public Speaking)
	Assembling + Installation + C Lang. + Hardware/ Networking basics (40 Hrs.)	C++ Lang. (40 Hrs.)
2nd Year	20 Hrs. training on Communication/Soft Skills/PD(Part of Employability Skills)	20 Hrs. training on Communication/Soft Skills/PD(Employability Skills)
	Introduction To Embedded Systems+ Assembly Language Programming (40 Hrs)	Embedded C + KEIL C51 (40 Hrs)
3rd Year	30 Hrs. Analytical and Recruitment Preparation + Project-I	20 Hrs Awareness + Project-II
	8051 Interfacing Techniques + Protocols and Implementations (40 hrs)	RENESAS 16 Bit Controller Architecture + RENESAS Programming Techniques + RTOS(Vx Works) (40 hours) Placement Preparation (Technical Test Papers of different companies) (20 Hrs)
4th Year	Final Touch for Placement & Revision (Capsule of 20 Hrs.)	Project (70 Hrs.)
	Technical Interview Preparation (20 Hrs)	

The above curriculum is an indicative curriculum for 4 year BE course and applicable for CS/ IS/ E&C/ EEE branches;

However, the course can be customised for other branches / MCA students

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ANNEXURE 2

SOFT/ EMPLOYABILITY SKILLS

Session No.	Topic	Details	Time	Sem
1	Introduction : Expectations & Goal setting	Goal setting	2 hours	Sem I (20 Hrs)
2	Personality session-1	Who am I?	2 hours	
3	Career choices	Career options available after graduation	2 hours	
4	Personality session-2	PE & Loco Inventory	2 hours	
5	General awareness -1	GA nuggets	2 hours	
6	Personality session -3	Meeting & General etiquettes	2 hours	
7	Personality session -4	E-mail and telephone etiquettes	2 hours	
8	Personality session -5	Power dressing	2 hours	
9	Out of box thinking	Lateral thinking	2 hours	
10	Career Planning & wrap-up	Career planning process, goal setting	2 hours	
11	Personality session -6	Time management grid	2 hours	Sem II (20 Hrs)
12	General awareness-2	Industry reviews	2 hours	
13	Personality session -7	Negotiation	2 hours	
14	Personality session - 8	Roles people play in a group situation	2 hours	
15	Group behaviour	Team game	2 hours	
16	General Awareness - 3	Business awareness - terms commonly used	2 hours	
17	Building logical thinking	Puzzles, Caselets	2 hours	
18	Stress Management - 1	What is Stress? Focus on the positive, what stresses you out	2 hours	
19	Public Speaking	How to present in a seminar	2 hours	
20	Career Management & wrap-up	Managing career growth - stickiness, etc issues	2 hours	
1	Business communication -1	Job Descriptions	2 hours	Sem III (22 Hrs)
2	Business communication -2	Working Conditions	2 hours	
3	Business communication -3	Company History	2 hours	
4	Business communication -4	Company activities	2 hours	
5	Business communication -5	Telephoning	2 hours	
6	Business communication -6	Internal Communications	2 hours	
7	Business communication -7	Facts and figures	2 hours	
8	Business communication -8	Performance	2 hours	
9	Business communication -9	Product description	2 hours	
10	Business communication -10	Product development	2 hours	
11	Business communication -11	Business equipment	2 hours	
12	Business communication -12	Correspondence	2 hours	Sem IV (24 Hrs)
13	Business communication -13	Business hotels	2 hours	
14	Business communication -14	Commuting	2 hours	
15	Business communication -15	Arranging a conference	2 hours	



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16	Business communication -16	At a conference	2 hours	
17	Business communication -17	Production	2 hours	
18	Business communication -18	Quality control	2 hours	
19	Business communication -19	Direct service providers	2 hours	
20	Business communication -20	Delivery services	2 hours	
21	Business communication -21	Trading	2 hours	
22	Business communication -22	Recruiting staff	2 hours	
23	Business communication -23	Applying for a job	2 hours	
1	Mathematical Ability-1	Understanding Numbers	2 hours	Sem V (30 Hrs)
2	Data management skills	Data comprehension and analysis	2 hours	
3	Mathematical Ability-2	Percentages, PLD	2 hours	
4	Building logical thinking-1	analytical reasoning	2 hours	
5	Building logical thinking-2	mathematical reasoning	2 hours	
6	Building logical thinking-3	Critical reasoning-1	2 hours	
7	Building logical thinking -5	Puzzles, Caselets	2 hours	
8	Building logical thinking -6	Series, coding-Decoding, Visual reasoning	2 hours	
9	Group communication - 1	Concepts of group discussion	2 hours	
10	Group Communication -2	Group discussion (topics related to current affairs - wide range)	2 hours	
11	Group communication-3	Group discussion - difficult topics	2 hours	
12	Personality Session - 16	Facing the interviewer	2 hours	
13	Personality session-17	CV writing - making an effective cover letter	2 hours	
14	Test taking ability - 1	Preparing for aptitude tests - test-taking strategies	2 hours	
15	Test taking ability - 3	Mock Test - 1 with analysis	2 hours	
1	Industry Awareness - 1	Organization Structures	2 hours	Sem VI (20 Hrs)
2	Industry Awareness - 2	IT Industry overview	2 hours	
3	Industry Awareness - 3	Manufacturing Industry overview	2 hours	
4	Business Awareness-1	Financial statements (P&L, Balance sheet)	2 hours	
5	Business Awareness-2	Business ethics	2 hours	
6	Business Awareness-3	Cost management	2 hours	
7	Job Skills-2	Work place hygiene and safety	2 hours	
8	Job Skills-3	Conflict management	2 hours	
9	Job Skills-4	Project management	2 hours	
10	Job Skills-5	Work-life balance	2 hours	
1	Review session -1	CV evaluation and finalization	2 hours	Sem VII (14 Hrs)
2	Review session -2	Mock Test -2	2 hours	
3	Review session -3	GD Drills	2 hours	
4	Review session -4	Interview Drills	2 hours	
5	Review session -5	Group Discussion-1	2 hours	
6	Review session -6	Group Discussion - 2	2 hours	
7	Review session -7	Mock Interview	2 hours	



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ANNEXURE 3
HCL Certified Computer Integrated Management Program
for MBA Students
(Total duration: 162 hours)

Computer Skills for Business Excellence (80 hours)	
Module I: Office Automation Tools for Communication Excellence	15 hours
1. Using Advanced features of MS Word	
- Creating documents with advanced formatting features like multiple styles, paragraphing and sub numbering/ chaptering systems	
- Mail merge	
- Using "Table" features	
- Web features	
- Using macros for repetitive tasks	
2. Powerful presentations through PowerPoint	
- Creating feature-rich slide shows	
- Importing data from other applications	
- Using charts and pictures	
- Appealing designs, layouts and backgrounds	
- Do's and Don'ts in PowerPoint presentations	
3. Communicating through the Net	
- Email through MS Outlook	
- Email etiquettes	
Module II: Business Analytics	30 hours
1. Using powerful features of MS Excel	
- Financial Tools & Statistical tools	
- Working with charts and objects	
- Data analysis using "sort" and "filter" tools	
- Data analysis using trend line and pivot tables	
- Working with multiple workbooks	
- Importing/ exporting files	
- Macros	
- VBA programming with Excel	
2. Analyzing Research Data with SPSS	
Module III: Decision Support Systems	20 hours
1. MS Access	
- Planning and structuring a Database	
- Controlling Data Entry	
- Finding and Joining Data	
- Creating Flexible Queries	
- Forms & sub forms	
- Customizing Your Reports	
2. Workshop/ Demonstration of	
- Oracle	



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- ERP	
- HRIS	
Module IV: Managing Projects	15 hours
1. MS Project	
- Project Fundamentals	
- Creating, Managing & Scheduling projects	
- PERT, CPM & GANTT Charts	
- Resource allocation	
- Tracking project progress	

Personality Development/ Employability Skills (82 hours)			
Sess No.	Topic	Details	Time
Module 1: Personality Development (40 hours)			
1	Introduction : Expectations & Goal setting	Goal setting	2 hours
2	Personality session-1	Who am I?	2 hours
3	Career choices	Career options available after graduation	2 hours
4	Personality session-2	PE & Loco Inventory	2 hours
5	General awareness -1	GA nuggets	2 hours
6	Personality session -3	Meeting & General etiquettes	2 hours
7	Personality session -4	E-mail and telephone etiquettes	2 hours
8	Personality session -5	Power dressing	2 hours
9	Out of box thinking	Lateral thinking	2 hours
10	Career Planning & wrap-up	Career planning process, goal setting	2 hours
11	Personality session -6	Time management grid	2 hours
12	General awareness-2	Industry reviews	2 hours
13	Personality session -7	Negotiation	2 hours
14	Personality session - 8	Roles people play in a group situation	2 hours
15	Group behaviour	Team game	2 hours
16	General Awareness - 3	Business awareness - terms commonly used	2 hours
17	Building logical thinking	Puzzles, Caselets	2 hours
18	Stress Management - 1	What is Stress? Focus on the positive, what stresses you out	2 hours
19	Public Speaking	How to present in a seminar	2 hours
20	Career Management & wrap-up	Managing career growth	2 hours
Module 2: Interview & GD Skills (20 hours)			
21	CV Writing - 1	CV writing - making an effective cover letter	2 hours
22	CV Writing - 2	CV evaluation and finalization	2 hours
23	Group communication - 1	Concepts of group discussion	2 hours
24	Group Communication -2	Group discussion (topics related to current affairs - wide range)	2 hours



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25	Group communication-3	Group discussion - difficult topics	2 hours
26	Group communication-4	GD Drills	2 hours
27	Group communication-4	GD Drills	2 hours
28	Interview Preparation - 1	Facing the interviewer	2 hours
29	Interview Preparation - 2	Interview Drills	2 hours
30	Interview Preparation - 3	Mock Interview	2 hours

Sess No.	Topic	Details	Time
Module 3: Aptitude Test Skills (22 hours)			
1	Mathematical Ability-1	Understanding Numbers	2 hours
2	Mathematical Ability-2	Percentages, PLD	2 hours
3	Data management skills	Data comprehension and analysis	2 hours
4	Building logical thinking-1	analytical reasoning	2 hours
5	Building logical thinking-2	mathematical reasoning	2 hours
6	Building logical thinking-3	Critical reasoning	2 hours
7	Building logical thinking -4	Puzzles, Caselets	2 hours
8	Building logical thinking -5	Series, coding-Decoding, Visual reasoning	2 hours
9	Test taking ability - 1	Preparing for aptitude tests - test-taking strategies	2 hours
10	Test taking ability - 2	Mock Test - 1 with analysis	2 hours
11	Test taking ability - 3	Mock Test - 2	2 hours

Courses are also offered for Degree Colleges, Post Graduate Colleges & Polytechnic Colleges
Course contents can be customised according to College or Institutions.



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