



# "Trust But Verify"

## Build Trust & Drive ROI in Your Vendor Engagements

Introducing Nippon by HCL Software –  
The Proof Behind Performance

**HCL Nippon**



# 1. The Challenge

## Outsourcing without Visibility = Risk Without Control

“Enterprises continue to pay more for IT services despite a lack of meaningful evidence to optimize value.”  
– Gartner

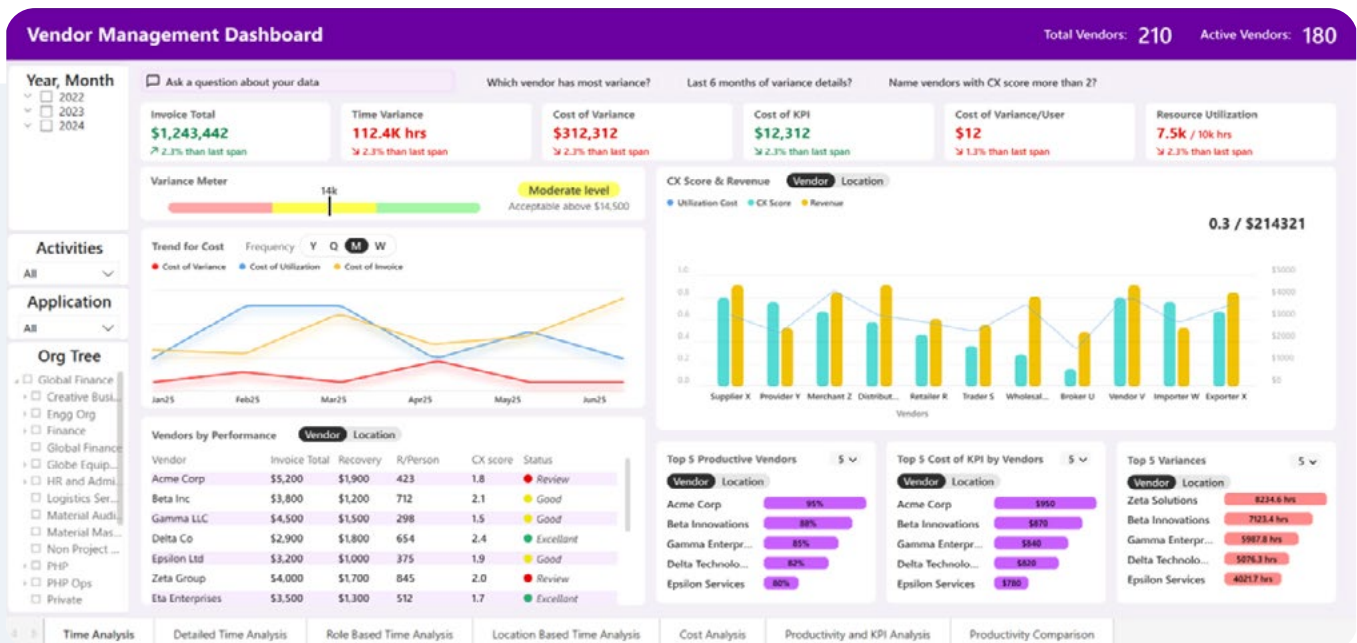
- IT contract inflation is real.
- Multiple engagement models (T&M, capacity-based, managed services) lack performance transparency.
- Enterprises are forced to rely on timesheets that are unverifiable.
- This leads to inefficiencies, overbilling, and underperformance.



# 2. The Solution: Nippon by HCL Software

## Nippon is your lens into outsourced productivity.

- Automatically and accurately tracks knowledge workers' **work time** and categorizes it into **core, collaborative, and non-productive**.
- Imports workers' timesheet data and reconciles with actual work time.
- Provides dashboards for vendor governance and team coaching.
- Identify effort leakage by locations / teams / vendors
- Enables data-driven negotiations with verifiable evidence of actual effort.





### 3. Key Features

Feature	Benefit
Effort-to-Output Correlation	Links time spent to business KPIs like Story Points, Tickets, Transactions
Embedded Analytics	Built-in dashboards and insights via Power BI
Role-Specific Insights	Drill-down views for leadership, delivery, and procurement
Secure & Scalable	Enterprise-grade security, GDPR-compliant, and cloud-hosted
Evidence-Based Verification	Supports audits, SLA reviews, and vendor evaluation
Dedicated dashboard for the workers	Verify your own work effort and set your own goals to improve work pattern





## 4. HCLTech's Experience

- 150,000+ employees use Nippon daily
- Developed internally to improve HCL's delivery and transparency to Fortune 500 clients
- Proven **20%+ productivity uplift** across engagements
- Helps clients optimize **resource allocation, SLA enforcement, and vendor spend**



## 5. Why It Matters

### For Enterprises:

- Eliminate billing guesswork with hard data
- Negotiate from a position of insight, not assumption
- Improve governance without disrupting vendor relations

### For Vendors:

- Build client trust through transparency
- Identify improvement opportunities with actionable data
- Strengthen long-term engagement through performance proof



## 6. Ready to See Nippon in Action?

Let's set up a demo or pilot to show you how Nippon can transform your vendor management.

[Learn more](#)

### About HCLSoftware

HCLSoftware is a global leader in software innovation, dedicated to powering the Digital+ Economy. We develop, market, sell, and support transformative solutions across business and industry, intelligent operations, total experience, data and analytics, and cybersecurity. Built on a rich heritage of pioneering spirit and unwavering commitment to customer success, we deliver best-in-class software products that empower organizations to achieve their goals. Our core values of integrity, inclusion, value creation, people centricity, and social responsibility guide everything we do. HCLSoftware serves more than 20,000 organizations, including a majority of the Fortune 100 and almost half of the Fortune 500. [Learn more about how HCLSoftware can help you achieve your goals at https://www.hcl-software.com/.](https://www.hcl-software.com/)