



## Welcome Letter – Darren Oberst

Executive Vice President, HCL Products & Platforms

Dear IIUG Member,

Building on a history of collaboration between the two companies, HCL and IBM have entered into a 15 year partnership that takes the best of their shared knowledge and experience to jointly develop and market the Informix product family.

Effective May 1<sup>st</sup>, HCL will take on development, technical support, and product management teams, and will work jointly with IBM on product strategy, marketing, and sales.

HCL and IBM recognize the importance that data plays in today's business environment and have committed to investing in, and growing, the capabilities for data and analytics. HCL will build additional features and functionalities based on business realities and client priorities. With this renewed energy and commitment, HCL plans to improve the roadmap and enhance Informix.

Clients who are using Informix will continue to engage with IBM as the primary partner, with HCL broadening the reach to the user community. HCL's specialized customer advocacy group fosters collaboration with HCL technical and engineering teams to advance customer interests and develop product roadmaps for new releases.

This partnership plays on both companies' strengths. IBM data and analytics is the world's strongest brand in this category, with well-known product families and market reach.

HCL is a global leader in IT services, Application services and Engineering & Research capabilities. Under the new digital ecosystem, the agreement enhances each partner's ability develop new and innovative data-driven applications that enhance customer operations and competitiveness.

Both companies have enjoyed a longstanding and successful partnership across technology, software and services. With a history of collaboration and innovation, we're excited about the opportunity to jointly address your needs for business-critical data and analytics solutions.

Most importantly, all of you have many years of experience and dedication on Informix. We encourage you to share your ideas and energy, so Informix continues to drives value for many years to come.

Warm Regards,

**Darren**

Darren Oberst  
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HCL Products & Platform

<https://www.hcltech.com/products-and-platforms>

**Informix.**  
software