ECONOMIC DEVELOPMENT PROGRAMME CASE STUDY

HCLTech

Summary

Council's economic development team supported global IT services company HCLTech with market due diligence and coordination as part of their Hamilton office relocation project.

The year-long initiative was part of their renewed focus on attracting and retaining top tech talent to deliver high-value services and strengthen their regional presence.

Value delivered

Business insights

Staff supported HCLTech's internal analysis by providing credible, unbiased information to decision-makers.

Business confidence

Our relationship with local leadership was quickly extended to their overseas partners, solidifying our role as a trusted advisor.

Retention and expansion

A globally recognised industry leader strengthened their commitment to Hamilton and the Waikato with a new central city

As part of their due diligence and business case for investing in a new office location, the company's leadership team required market insights and an understanding of our local and regional value proposition for tech sector businesses.

Three years of consistent engagement from economic development staff ensured that we could be included as part of a highly confidential project.

Our work strengthened the market evaluation process and overall assessment of their office location, ultimately leading to HCLTech's decision to reinvest in Hamilton.

Company background

HCLTech has 225,000 total employees across 60 countries providing services including IT infrastructure, cloud, software products, cybersecurity and AI. They have had a presence in Hamilton since 2019 to support both domestic and international clients.

Hamilton City Council Economic Development Programme

Mike Bennett
Economic Development Manager
Mike.Bennett@hcc.govt.nz

Arif Khan
Business Relationship Advisor
Arif.Khan@hcc.govt.nz

Martin Brock
Business Opportunities Advisor
Martin.Brock@hcc.govt.nz