



QA Infotech Software Testing

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Software Testing Vendor Assessment for QA Infotech is a comprehensive assessment of QA Infotech's software testing offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for software testing services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the software testing sector.

Key Findings & Highlights

QA Infotech was founded in 2003 by a former Adobe employee in the U.S. the company is headquartered in Noida, India and is a software testing services pure-play. NelsonHall estimates revenues of QA Infotech to ~\$20m in FY 2015 (ending March 30, 2015) and to ~\$22m in CY 2015. The company has a headcount of ~800. QA Infotech is privately-held.

QA Infotech is part of the largest testing services pure-plays in India along with Maveric Systems and Cigniti. Yet, those three vendors have had three different strategies Maveric focused on banking and financial services and has largely remained a financial services specialist approach. Cigniti has a wider service portfolio than QA Infotech, sharing capabilities around software product and mobile app testing, focusing increasingly on large deals.

QA Infotech has had a relatively distinct positioning in software testing services, having focused on

- Providing testing services related to digitization of documents, e-learning products and mobile apps e.g. functional testing and usability testing, as well as (functional) test automation and non-functional
- Rthree main client sectors: education, publishing and ISVs
- Targeting clients headquartered in North America (85% of revenues). Other geographies are U.K. (10%) and India (5%).

The company has three delivery centers in India (two in Noida, and one much smaller in Chandigarh, in the north of India) and one in the U.S. (Farmington Hills, MI, close to Detroit, with about ~50 personnel). The company also has a sales office in Boston.

Going ahead, QA Infotech wants to change its profile and portfolio towards digital testing e.g. cloud computing and mobile apps, to crowd-testing and further specialized on open source software testing tools (both for providing consulting services around them and for using them internally).

Scope of the Report

The report provides a comprehensive and objective analysis of QA Infotech's software testing offerings, capabilities, and market and financial strength, including:

- Analysis of the company's offerings and key service components
- Revenue estimates
- Identification of the company's strategy, emphasis and new developments
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.



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