



Virtusa Cloud Advisory, Assessment and Migration Services

**Vendor Assessment
Report Abstract**

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Who Is This Vendor Assessment For?

NelsonHall's Cloud Advisory, Assessment and Migration Services Vendor Assessment for Virtusa is a comprehensive assessment of Virtusa's cloud advisory, assessment and migration services offerings and capabilities designed for:

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

Key Findings & Highlights

Virtusa was founded in 1996 and is headquartered in Massachusetts, U.S. Initially, it focused on working with product companies, providing product development capabilities and incorporating an engineering mindset into application development.

In March 2016, Virtusa closed its acquisition of a majority stake in Chennai based Polaris for ~\$270m. This acquisition combined Polaris' banking and financial services application development and management business with Virtusa's banking and financial services industry segment experience; Virtusa expects to realize over \$100m in revenue synergies in the three years following the close of the acquisition. The combined entity was temporarily named VirtusaPolaris, but at the completion of the integration activities at the end of FY17, the company reverted to the name Virtusa.

In March 2018, Virtusa completed the acquisition of eTouch Systems Corp (eTouch). Headquartered in Fremont, CA, eTouch provides digital engineering, digital marketing, cloud, analytics, and data security solutions, primarily to technology companies.

The acquisition of eTouch expands Virtusa's digital engineering footprint and broadens its digital service offerings. It also establishes an innovation hub for Virtusa in Silicon Valley and allows Virtusa to address the needs of tech companies.

Virtusa's cloud practice has seen client approaches to cloud evolve over the last ten years; initially, clients were making trials in cloud, in particular starting with SaaS implementations. NelsonHall estimates that ~40% of Virtusa's total cloud footprint is still SaaS-focused, though that is falling as enterprises are looking at broader, enterprise-focused cloud adoption.

Virtusa couples its cloud advisory and migration services with related services such as digital transformation and DevOps implementation. It views services like these as interrelated and enabling clients to expand the value derived from a cloud migration effort. Specific cloud advisory, assessment, and migration offerings include:

- Cloud migration factory
- Cloud DevOps implementation
- Cloud engineering.

Scope of the Report

The report provides a comprehensive and objective analysis of Virtusa's cloud advisory, assessment and migration service 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 and examples of current contracts
- Analysis of the company's strengths and weaknesses.



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