Wipro
SAP HANA and S/4HANA Services

Vendor Assessment
Report Abstract

August 2017

By David McIntire
IT Services
Research Director
NelsonHall

9 pages

Who Is This Vendor Assessment For?

NelsonHall's SAP HANA and S/4HANA Services vendor assessment for Wipro is a comprehensive assessment of Wipro's SAP HANA and S/4HANA services offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for SAP HANA and S/4HANA services

- Vendor marketing, sales and business managers looking to benchmark themselves against their peers

- Financial analysts and investors specializing in the SAP services sector.

Key Findings & Highlights

Wipro is the third largest of the India-headquartered IT services vendors. The company had FY17 (the year ending March 31, 2017) revenues of $7.7bn with a headcount of 181k.

Wipro has been a SAP Services Partner since 2007. It has delivered SAP services to ~400 clients globally and has ~11k SAP consultants. Its data centers are globally certified by SAP. Its relationship with SAP includes the following:

- Partner of SAP, both going to market as well as joint product development partner

- Client of SAP, using Suite on HANA (SoH) and Ariba

- Supplier of SAP, running SAP infrastructure and maintaining HR payroll

- Value added reseller (VAR) in Germany, India, LATAM and the Middle East.

Wipro has been investing in its SAP HANA capabilities over the last few years and says that it has ~40 HANA and S/4HANA projects, either completed or in process. Wipro's S/4HANA capabilities pre-date client demand as it served as development partner with SAP for S/4HANA Logistics and Procurement. S/4HANA is a more immature product and Wipro has only seen demand picking up since early 2016.

In 2016, Wipro acquired cellent AG, an IT services company in the DACH region for €73.5m. cellent was part of Landesbank Baden-Wuerttemberg (LBBW). It is a SAP specialist with 800 employees, and generated €87m in revenues in 2014. Clients include, by sector:

- Automotive sector: Bosch, Daimler, MAN, Porsche, Knorr Bremse Mann + Hummel

- Manufacturing sector: Siemens, ZF Lenksysteme, Andreas Stihl, Bosch und Siemens Hausgeräte, Festo, Roto Frank, Wieland-Werke AG, Alfred Kärcher.

cellent brings in local proximity to clients in DACH and helps strengthen Wipro's client engagement model beyond Mega and Gamma accounts.

Wipro is seeing clients undertaking HANA and S/4HANA initiatives with various planned objectives. These differ depending on the client's industry, size, and current application landscape. Therefore, Wipro has developed a variety of HANA and S/4HANA offerings including rapid

deployment solutions, smart business apps and extensions, and the safe passage to HANA migration tool.

Wipro has ~11k SAP specialists and estimates that ~1k employees have SAP HANA and S/4HANA experience, with ~50% being certified by SAP by the end of 2017. It also has ~125 S/4HANA Finance skilled FTEs.

Wipro has four SAP co-innovation labs to enable collaborative sessions to refine client business cases and develop solutions which meet specific client needs, which can then be productized:

- U.S.: Mountain View, CA

- Germany

- Australia

- India: Bangalore.

Scope of the Report

The report provides a comprehensive and objective analysis of Wipro's SAP HANA and S/4HANA 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 including the company's targeting strategy and examples of current contracts

- Analysis of the company's strengths, weaknesses and outlook.

Contents

Report Length

9 pages

Report Author

David McIntire

david.mcintire@nelson-hall.com

Forthcoming Profiles

Accenture, Atos, Capgemini, CGI, DXC Technology, EPAM, Infosys, L&T Infotech, NTT DATA, TCS, Tech Mahindra and Virtusa.