Yash
SAP HANA and S/4HANA Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's SAP HANA and S/4HANA Services Vendor Assessment for Yash is a comprehensive assessment of Yash'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

Yash Technologies was founded in 1996 and is headquartered in East Moline, IL. It offers a range of IT services including consulting, application, and IT infrastructure services.

Yash has ~400 clients globally, and many of the largest clients are also its oldest clients. While it has global operations including ~30 global delivery centers, Indian based resources account for ~3.3k of its 4.5k total workforce. Its U.S. based employees account for another 650.

Yash has been delivering SAP services since 1996, including for one of its earliest and largest clients, John Deere. Yash estimates that ~75% of firm revenues are associated with SAP services. It has ~2.5k skilled employees and has delivered ~400 SAP projects, including ~150 implementations and ~250 application management engagements. Nearly half of the implementations included global rollouts.

NelsonHall estimates that Yash had revenues of ~$250m in CY 2017. Of this, NelsonHall estimates that SAP services account for 75% (~$188m). NelsonHall further estimates that ~20% of the total SAP services revenues are associated with SAP HANA and S/4HANA services (~$38m). NelsonHall further estimates that 2018 SAP HANA and S/4HANA services to be ~$46m.

Yash has developed a virtual SAP S/4HANA CoE to deliver core S/4HANA and associated services to its clients. These offerings encompass both the delivery of core services and associated capabilities to expand the functionality of the SAP ecosystem implemented.

Yash has ~4.5k employees globally. Yash has ~2.5k SAP-skilled employees. Approximately ~70% of these are located in India.

Yash locates its SAP capabilities across its delivery center network, though its primary remote delivery centers are in India. It has built ~30 delivery locations frequently co-located at client sites; it can utilize a delivery model that includes a local delivery capability near (or at) major clients, supported by its remote delivery center footprint.

SAP services represent a significant portion of Yash's revenue, accounting for ~75% in 2017. Given this focus and a history of supporting SAP engagements for some of its largest, longest-serving clients, it is focusing on developing its HANA and S/4HANA capabilities. Its primarily large enterprise client base has been slow to adopt S/4HANA, so Yash's experience has been focused on smaller clients migrating directly to S/4HANA and larger enterprises migrating to SoH. As larger enterprises

become more comfortable with the maturity of S/4HANA and the 2025 end of support deadline comes, adoption will increase.

Adding incremental capabilities on top of S/4HANA also encourages adoption and improves the business case. Yash's focused investments in building capabilities that address the specific functionality required by its target industries position it well to support clients in these industries as they look to understand the value that can be drawn by adopting S/4HANA.

Associated capabilities such as analytics, user experience, and SAP cloud offerings as well as the incorporation of emerging technologies such as Leonardo machine learning and IoT and conversational UI are other ways in which Yash is positioning to deliver the breadth of capabilities clients want from S/4HANA adoption.

Scope of the Report

The report provides a comprehensive and objective analysis of Yash'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.

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