



CSS Corp Software Testing

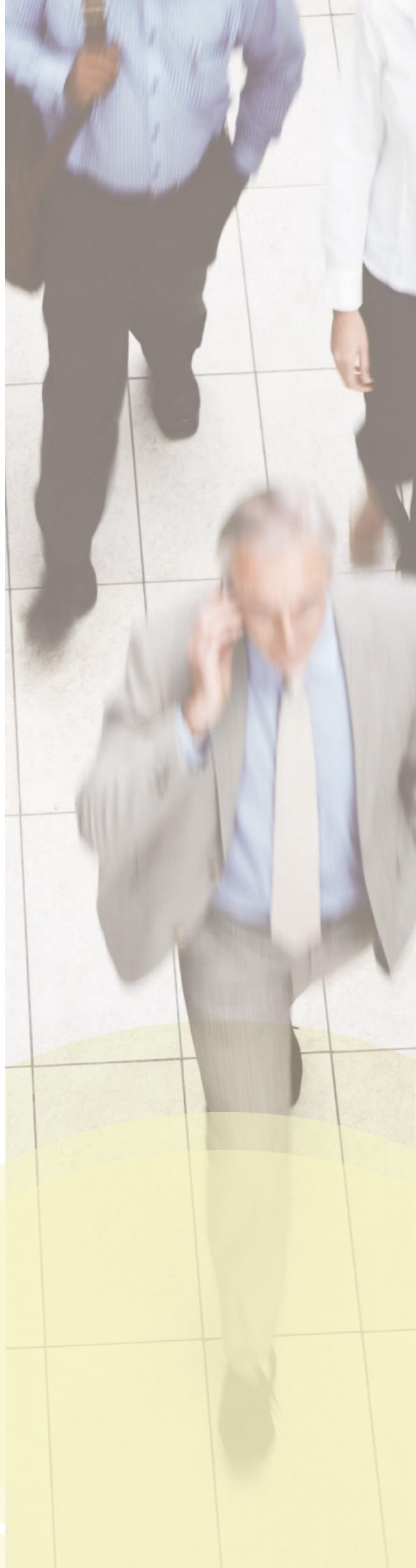
Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Software Testing Vendor Assessment for CSS Corp is a comprehensive assessment of CSS Corp'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

CSS Corp is U.S. IT and BPO services vendor headquartered in San Jose, CA. The company is privately-held and owned by The Partners Group. It has its delivery headquarters in Chennai, where 3,000 of its ~5,500 headcount is based.

CSS Corp has an unusual profile in software testing services: the company has a limited scale in software testing services with 300 career testers and NelsonHall estimates software testing revenues of \$10m. The company provides mostly testing services as part of bundled ADM and testing services (60% of revenues) and a result, NelsonHall estimates that its client base is similar to that of Application Services, in terms of vertical breakdowns.

Another specificity of CSS Corp in software testing is that the company has chosen to testing capabilities in its Application Services delivery unit, as opposed to a dedicated testing practice with P&L and delivery ownership. We think this results from the limited size of CSS in testing services. Nevertheless, this approach seems adequate for the company and its size: CSS Corp highlights that its testing activity is fast-growing and will achieve a revenue growth in the range of 20% to 25% in FY 2017.

Scope of the Report

The report provides a comprehensive and objective analysis of CSS Corp'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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