



# Vendor Profile

## SAP Cloud Migration Services

# Cognizant

### Report Abstract

March 2023

By Eric Levine

Principal Analyst

NelsonHall

14 pages

### Contents of Full Report

1. Introduction
2. Revenue Summary
3. Key Offerings
4. Delivery Capability and Partnerships
5. Target Markets
6. Strategy
7. Strengths & Challenges
  - 7.1. Strengths
  - 7.2. Challenges
8. Outlook

## Who is this Vendor Assessment for?

---

NelsonHall's vendor profile on Cognizant is a comprehensive assessment of Cognizant's SAP Cloud Migration offerings and capabilities, designed for:

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

## Key Findings & Highlights

---

This NelsonHall vendor assessment analyzes Cognizant's offerings and capabilities in SAP Cloud Migration services.

Cognizant's view of cloud migration is part of its overall holistic view of corporate transformation. It will lead with an overall approach to a client with its Transform Processes, Modernize Technology, and finally, Reimagine Experiences approach. It initially seeks to gain a view into its client's business and growth strategy: if the client intends to grow organically, by acquisition, or a combination of both. It then looks to transform the business processes, ultimately modernizing the technology, in this case, SAP specifically, and then reimagining those business processes to drive growth within its customer base.

The focus on long-term relationships allows Cognizant to provide an industry vertical-focused strategic approach to SAP migrations and solutions with long-range objectives for its clients. It also is looking to grow its footprint and SAP skillset through acquisitions.

On top of the company's broader cloud migration offerings, potential buyers will be interested in the array of industry-specific S/4HANA solutions available to Cognizant clients; some of those highlighted in the report are LifeCare (for life sciences clients) and MfgXpress (for industrial machinery and components manufacturers).

## Scope of the Report

---

The report provides a comprehensive and objective analysis of Cognizant's SAP Cloud Migration offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- 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 offerings and key service components
- Analysis of the company's delivery organization, including the location of delivery centers.

## SAP Cloud Migration Vendor Assessments also available for:

---

Tech Mahindra

NTT DATA

Infosys

Capgemini

LTI

Mindtree

Atos

Mphasis.

## About The Author

Eric is a Principal Analyst and a member of NelsonHall’s IT Services research team.

Prior to joining NelsonHall, Eric’s career was in the global IT Services industry, working for EDS, HP, and British Telecom (BT America). His initial experience was in Finance and Accounting, managing financial analysts, and as the controller of HP division Consumer Network Services. Subsequent experience centered on global bid management of strategic deals with over \$50m TCV and complex pursuits involving multi-country and/or multi-service lines. The scope of services in these deals included workplace services, data center, application development, cloud compute, and telephony.



Eric can be contacted at:

- Email: [eric.levine@nelson-hall.com](mailto:eric.levine@nelson-hall.com)
- Twitter: [@EricL\\_NH](https://twitter.com/EricL_NH)

## About NelsonHall

NelsonHall is the leading global analyst firm dedicated to helping organizations understand the ‘art of the possible’ in digital operations transformation. With analysts in the U.S., U.K., Continental Europe, and Asia, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. For vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall conducts rigorous, primary research and is widely respected for the quality, depth, and insight of its analysis.

We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at [guy.saunders@nelson-hall.com](mailto:guy.saunders@nelson-hall.com)

### Boston

Riverside Center, 275 Grove Street, Suite 2-400, Newton Massachusetts 02466  
Phone: +1 857 207 3887

### London

Unit 6, Millars Brook, Molly Millars Lane, Wokingham, RG41 2AD  
Phone: +44 (0)203 514 7522

### Paris

115 rue de Reuilly, 75020 Paris  
Phone: +33 (0)6 23 81 17 54

Copyright © 2023 by NelsonHall. All rights reserved. No part of the publication may be reproduced or distributed in any form, or by any means, or stored in a database or retrieval system, without the prior written permission of the publisher. The information provided in this report shall be used only by the employees of and within the current corporate structure of NelsonHall’s clients, and will not be disclosed to any other organization or person including parent, subsidiary, or affiliated organization without prior written consent of NelsonHall. NelsonHall exercises its best efforts in preparation of the information provided in this report and believes the information contained herein to be accurate. However, NelsonHall shall have no liability for any loss or expense that may result from incompleteness or inaccuracy of the information provided.