LTI
Next-GenTesting

Vendor Assessment
Report Abstract

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14 pages

Who Is This Vendor Assessment For?

NelsonHall's Software Testing Vendor Assessment for LTI is a comprehensive assessment of LTI's next-gen testing service 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

Assurance Services is one of LTI's main service lines. At the end of FY18, Assurance Services had a headcount of 3.5k and was serving 126 active clients. The headcount does not include another 150 career testers in other practices, e.g., security, SAP, Oracle.

Assurance Services has a very different profile from LTI overall: its client base is deep in BFSI- (76% of its revenues), of which insurance is most important (35%).

Assurance Services' largest testing clients are a U.S. headquartered bank, a U.S. media firm, a U.S. P&C insurance firm, a U.K. P&C insurer, and a South African bank. It has several contracts that involve up to ~400 career testers, and TCVs up to ~$40m.

An important element for Assurance Services was the launch in 2017 of its Cognitive Assurance IP. Cognitive Assurance is LTI Assurance Services' main IP around which the practice is aggregating other accelerators and new functionality. Assurance Services is currently deploying Cognitive Assurance across accounts.

An important element of the strategy of LTI Assurance Services is around AI use cases, which is incorporated in Cognitive Assurance. Another important element of the testing strategy of Assurance Services is around UX testing. LTI was the first firm to introduce user-based brain wave analysis (MUTE IP) for its sentiment analysis. To date, LTI remains one of only two firms with this offering.

Scope of the Report

The report provides a comprehensive and objective analysis of LTI's next-gen testing 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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