



Luxoft Digital Transformation Services

Vendor Assessment
Report Abstract

April 2017

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11 pages

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Who Is This Vendor Assessment For?

NelsonHall's Digital Transformation Services Vendor Assessment for Luxoft is a comprehensive assessment of Luxoft's digital transformation services offerings and capabilities designed for:

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

Key Findings & Highlights

Luxoft was formed in 2000 as a spin-off from Russian engineering firm IBS. It went public in June 2013; at this time, it was heavily centered on Eastern European delivery, with ~80% of its delivery pool located in the Ukraine and Russia. As it has grown and expanded, its delivery capability has also grown, and only ~31% of its delivery was in the Ukraine as of March 31, 2016.

It's largest client footprint is in financial services, with its two largest clients Deutsche Bank, a relationship which began with a 30 FTE support team in Moscow in 2003; and UBS, which started as a 60 FTE engagement in 2006.

With a focus on implementing digital solutions and product engineering, as well as aggressive growth plans, Luxoft has undertaken a series of tuck-in acquisitions to expand its capabilities, offerings, and focus industries.

Luxoft focuses almost exclusively on digital transformation work, including digital application implementations as well as emerging digital technologies such as IoT and blockchain. To provide these services, it has developed a number of centers of expertise (CoEs).

Due to both organic and inorganic growth, NelsonHall estimates that Luxoft had a total resource pool of ~12k employees at the end of CY 2016.

Luxoft has 33 delivery locations in total. While Luxoft's CoE approach is primarily virtual and talent is distributed globally, some of the key technology areas do possess centers of gravity where a larger proportion of skilled resources are located. This is primarily a result of acquisitions fueling specific skill sets or specific client engagements. These skill base locations include:

- UX is strongest in Kiev
- IoT is strongest in Seattle (driven by the Radius acquisition)
- Atlassian is strongest in Moscow
- Big data/analytics centers include London, New York City and Seattle.

Scope of the Report

The report provides a comprehensive and objective analysis of Luxoft's digital transformation 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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