Olenick & Associates Software Testing

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Software Testing Vendor Assessment for Olenick & Associates is a comprehensive assessment of Olenick'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

Olenick & Associates is a project management and testing service vendor headquartered in Chicago, IL. The company was founded in 1998 and is privately-held. It has grown to revenues of ~$40m in 2015. Headcount is ~300.

Olenick was initially founded to provide project management services (to help client drive the quality of projects and applications). Over time, the company expanded its service portfolio to shift-left (QA consulting, including test process consulting and testing requirement improvement as well as some process re-engineering consulting) and to test execution (from manual functional testing to test automation and non-functional).

Olenick serviced a relative broad of verticals, including legal, energy utilities, banking and capital markets, e-commerce and healthcare. Financial services, energy utilities and to a lower extent U.S. legal are the largest client sector of Olenick. In financial services and energy utilities in particular, the company has several multi-year managed testing services contracts.

Olenick has reached an inflexion point in its history: the company is positioned on the solid growth software testing market and has grown over time to become a top five software testing pure-play company, globally. However, at the same time, Olenick now faces Indian competitors with headcount of up to 30k in testing only. Olenick has decided to go for scale, relying on growth in managed services, developing its presence in Argentina as a nearshore alternative to India, and driving further differentiation in its testing service portfolio.

Scope of the Report

The report provides a comprehensive and objective analysis of Olenick & Associates' 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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