TCS
Digital Transformation Services

Vendor Assessment
Report Abstract

March 2017

By David McIntire
IT Services
Research Director
NelsonHall

10 pages

research.nelson-hall.com

Who Is This Vendor Assessment For?

NelsonHall's Digital Transformation Services Vendor Assessment for TCS is a comprehensive assessment of TCS' 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

Tata Consultancy Services Ltd. (TCS) was formed in 1968 and is headquartered in Mumbai, India. Originally a captive provider to other Tata Group entities, today it is an IT, consulting, services and BPS organization that forms part of The Tata Group, India's largest private business conglomerate. TCS has grown rapidly throughout its 48-year history.

TCS is positioning its offerings along three broad themes:

- Digital: in particular digital reimagination, which it describes as going beyond digital transformation by "reimagining business models, products and services, customer segments, channels, business processes"

- Simplification: e.g. captive collaboration, global shared services centers

- Governance: e.g. post-merger integration, security.

TCS launched its digital group in 2010, with a focus on supporting its telecom client base by building out mobile applications to take advantage of transactions increasingly moving to the growing smartphone market.

TCS is positioning its digital capabilities under an umbrella of digital reimagination, focusing on enabling clients to evolve to take advantage of digital capabilities across business models, products and services, customer segments, enterprise experience, channels, business processes and workplaces. TCS' digital transformation offerings include consulting and implementation services through the TCS Digital Reimagination Studio and digital design pods; and digital products and platforms.

TCS' headcount at the end of June 2016 was 362,079, up 11.4% y/y. TCS estimates that it has trained ~180k personnel on digital capabilities.

TCS' Digital Reimagination Studio in Santa Clara, CA has ~40 cross-discipline FTEs, primarily engineers and designers. It is expecting to max out at ~60 FTEs in total and is currently looking at candidate locations for a second Digital Reimagination Studio.

Scope of the Report

The report provides a comprehensive and objective analysis of TCS' 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.

Contents

Report Length

10 pages

Report Author

David McIntire

david.mcintire@nelson-hall.com

Forthcoming Profiles

Atos, CSC, EPAM, HCL, IBM, Infosys, Luxoft, NIIT Tech, NTT DATA, Sopra Steria, Tech Mahindra, and VirtusaPolaris.