



## Procurement Transformation

# Tech Mahindra

### Report Abstract

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15-pages

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## Who is This Vendor Assessment For?

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NelsonHall's procurement transformation profile on Tech Mahindra is a comprehensive assessment of Tech Mahindra's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of procurement transformation services and identifying vendor suitability for procurement services RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the F&A and Supply Chain services sector.

## Key Findings & Highlights

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Tech Mahindra offers procurement services through a digital procurement competency practice primarily within a larger supply chain capability. Its offerings span procurement BPS and related IT and consulting services. With its procurement services, Tech Mahindra targets organizations that are not best in class and are struggling in areas such as spend compliance (below 90%) and connectivity of S2P processes. All offerings aim to achieve integration of upstream and downstream procurement, a single version of the truth and real-time visibility, and a trade-off between effectiveness and efficiency.

There is an overall emphasis on helping clients improve process efficiencies through digital transformation, e.g., through the introduction of RPA, in their supply chain and procurement activities. Tech Mahindra has some experience bringing automation into clients' procurement shared services organizations.

There is also a focus on helping clients decrease the cost of procurement by improving spend visibility through applying analytics and improving contract compliance through automation. There is, as yet, less of a focus on UX improvement for buyers or suppliers.

## Scope of the Report

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The report provides a comprehensive and objective analysis of Tech Mahindra's procurement offerings and 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 locations.

## Procurement Transformation Vendor Assessments also Available for:

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Capgemini

Infosys

Genpact

GEP

TCS

WNS Denali

Efficio

Excela

Dragon Sourcing

Wipro

Conduent

## About The Author

Vaibhav is a Principal Analyst with responsibility for NelsonHall's F&A & Supply Chain Transformation research program.

Vaibhav assists both buy-side and vendor organizations in assessing opportunities and supplier capability and advising on operational transformation in the F&A and supply chain management domains.

Prior to joining NelsonHall, Vaibhav worked for over 13 years in various consulting/BPS industry roles, assisting clients with their sourcing and procurement transformation. Vaibhav has worked with Genpact, Accenture, and GEP, assisting Fortune 100 clients with sourcing, spend analytics, and procurement transformation assignments. He also worked with Novartis Healthcare in an internal consulting role supporting indirect procurement.



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## 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., and Continental Europe, 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. And for vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall's research is based on 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)

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