



Tech Mahindra Next Generation Application Outsourcing

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's next generation application outsourcing vendor assessment for Tech Mahindra is a comprehensive assessment of Tech Mahindra's next generation application outsourcing offerings and capabilities designed for:

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

Key Findings & Highlights

Tech Mahindra was founded in 1986 and is headquartered in Mumbai, India. A major shareholder is Mahindra Group (with ~26.3% of shares).

In June 2013, Tech Mahindra (TM) announced the finalization of its merger with Mahindra Satyam (MS); the merged entity is now called Tech Mahindra. Tech Mahindra and Mahindra Satyam had a largely complementary client base in terms of geographical and vertical presence; Tech Mahindra had targeted telecom service providers with an IT and BPO services portfolio, and Mahindra Satyam had focused on a wide range of enterprise clients, including telecom.

Tech Mahindra groups its application services into two broad categories: build services (next generation capabilities include implementing digital solutions, primarily using agile and DevOps application development capabilities), and operate services (next generation capabilities include using automation to reduce application maintenance effort and adopt newer contract structures such as consumption and outcome based models).

At a group level, Tech Mahindra had a headcount of 107k at the end of CY 2015, with application services resources accounting for ~40k of that headcount.

Scope of the Report

The report provides a comprehensive and objective analysis of Tech Mahindra's next generation application outsourcing 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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