



TCS Data Center Outsourcing Services

Vendor Assessment
Report Abstract

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14 pages

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Who Is This Vendor Assessment For?

NelsonHall's Data Center Outsourcing Vendor Assessment for Tata Consultancy Services is a comprehensive assessment of the vendor's data center outsourcing offering and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of data center outsourcing services and identifying their suitability for RFPs
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the support services sector.

Key Findings & Highlights

Tata Consultancy Services (TCS) is the largest IT services vendor headquartered in India. In its fiscal year 2013, ended March 31, 2013, the company generated revenues of \$11,568m, up 13.7% from FY 2012.

IT infrastructure services has been one of TCS' growth engines in recent years, up from ~\$530m in FY 2010 to ~\$1.3bn in FY 2013, and it now contributes 11.5% of overall revenues.

Data center outsourcing services are part of TCS' infrastructure services, as part of which it offers a broad set of services with a value proposition based on standardized delivery processes in its delivery centers and low pricing through offshore delivery: on average 70% of TCS data center outsourcing services are delivered from offshore.

The services are offered using a number of different models of which dedicated services account for the largest proportion of current deployments. Other delivery models include on-site/offshore and on-site/offshore shared services models.

Scope of the Report

The report provides a comprehensive and objective analysis of TCS' data center outsourcing offering, capabilities, and market and financial strength, 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 geography of delivery locations.



Contents

1.	Background	
2.	Revenue Summary	
3.	Key Offerings	
	3.1 Technologies Supported	
	3.2 Pricing	
4.	Delivery Capability and Partnerships	
	4.1 Knowledge Sharing and Collaboration	
	4.2 Partnerships	
	4.3 Data Centers	
	4.4 Tools	
5.	Target Markets	
	5.1 Client Examples	
6.	Strategy	
7.	Strengths and Challenges	
	7.1 Strengths	
	7.2 Challenges	
8.	Outlook	

Report Length

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Data Center Outsourcing Vendor Assessments Also Available for:

Atos

Capgemini

Wipro