



CSS Corp Cloud Infrastructure Migration & Managment

**Vendor Assessment
Report Abstract**

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**By David McIntire
IT Services
Research Director
NelsonHall**

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research.nelson-hall.com





Who Is This Vendor Assessment For?

NelsonHall's Cloud Infrastructure Migration and Management Vendor Assessment for CSS Corp is a comprehensive assessment of CSS Corp's cloud infrastructure migration and management 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

Founded in 1996 in Chennai, CSS Corp is a privately held organization headquartered in San Jose, CA. It provides a number of services including remote infrastructure management, technology support, and cloud enablement.

In June 2013, The Partners Group acquired a controlling stake in CSS Corp, for \$270m.

In May 2010, CSS Corp acquired The Remote Infrastructure Management Services (RIMS) business unit of Boston-based InteQ.

In FY 2014 (ending March 2014), CSS Corp achieved revenues of Rs. 1,050 crore (~\$200m), up from Rs. 550 crore in 2011 (a 24.05% CAGR).

CSS Corp's cloud offerings span from initial suitability assessments, migration of workloads into cloud environments, to the ongoing management of cloud ecosystems. With a heavy focus on the CPG and retail industries, it also has offerings targeted specifically at the areas of interest to those companies, including digital marketing PaaS and security.

CSS Corp possesses a niche position in targeting its cloud services at the CPG, retail, media and entertainment industries. These industries are not frequently cited by competitors as target markets for cloud services; by leveraging its digital marketing and security solutions, CSS Corp is positioning itself to meet the unique requirements of these industries.

CSS Corp's focus on building its offerings around toolsets and automation align with the trend in the market. Focusing on continuing to evolve and industrialize these offerings positions CSS Corp with a strong capability relative to its larger competitors.

Scope of the Report

The report provides a comprehensive and objective analysis of CSS Corp's cloud infrastructure migration and management 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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Report Author

David McIntire

david.mcintire@nelson-hall.com

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