



EPAM Systems Software Testing

Vendor Assessment
Report Abstract

August 2014

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14 pages

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Who Is This Vendor Assessment For?

NelsonHall's Software Testing Vendor Assessment for EPAM Systems is a comprehensive assessment of EPAM's software testing offerings and capabilities, designed for:

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

Key Findings & Highlights

EPAM Systems is a Newtown, PA headquartered, Eastern Europe and Russia delivery-centric IT services vendor. The company was founded in 1993 in New Jersey with its first offshore development center located in Minsk, Belarus. In 1995, EPAM began targeting technology vendors and ISVs, initially working for SAP and for ISVs, e.g. Brio Software, that were acquired by Oracle over time.

The company has diversified its client base to:

- ISVs and technology (24% of revenues in 2013)
- Business information and media (14%)
- Banking and financial services (28%)
- Travel and consumer (21%): travel and hospitality (10%) and retail and consumer (11%)
- Other: energy, telecommunications, manufacturing, insurance and life sciences industries and government (11%).

Along with this diversification, EPAM has targeted specific offerings within each vertical. Examples include digital asset management within the information and media vertical.

Software testing is the second largest line of EPAM Systems' business, having crossed a headcount of 2.4k testers in 2013.

EPAM Systems has a wide testing service offering. It has developed a comprehensive set of horizontal services, complementing them with vertical areas of strength.

Scope of the Report

The report provides a comprehensive and objective analysis of EPAM's software testing 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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Vendor Assessments Also Available for:

Accenture, Atos, Capgemini, Cigniti, EPAM Systems, HCL Technologies, Maveric Systems, Mindtree, MTP, QualiTest Group, SQS, and Syntel.