



SQS

Software Testing

**Vendor Assessment
Report Abstract**

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Who Is This Vendor Assessment For?

NelsonHall's software testing vendor assessment for SQS is a comprehensive assessment of SQS' 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

Germany headquartered Software Quality Systems (SQS) was founded in 1982. With revenues of ~€321m (~\$349m) in 2015 and ~4,600 employees (at end of 2015), SQS is the largest software testing pure play globally.

Since 2009, the company has undergone a transformation of its business model, expanding from its background in QA consulting and onshore testing delivery and expanding its presence in India for addressing multi-year managed testing services contracts (Managed Services, MS). SQS has also repositioned its onshore service offering away from staff augmentation (Regulated Testing Services, RTS) and wants to grow in specialized services (Specialized Consultancy Services, SCS).

Scope of the Report

The report provides a comprehensive and objective analysis of SQS' 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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