



# TCS

## Quarterly Update Report Abstract

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14 pages





## Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on TCS provides a snapshot of developments at TCS in the last quarter. It accompanies NelsonHall's more comprehensive Key Vendor Assessment program.

Both programs are designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT Services markets
- Sourcing managers monitoring the capabilities of existing suppliers of IT outsourcing services and identifying vendor suitability for IT services
- Consultants advising clients on vendor selection
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the BPO/IT services sector.



## Key Findings & Highlights

**Q4 FY18 performance: strong end to year, in spite of continuing softness in large U.S. Banks, with continuing strong momentum in Continental Europe and accelerating growth in Digital**

- 'Digital' accounts for 23.8% of revenues, growing at nearly 43% y/y
- Growth again led by Continental Europe
- Growing client numbers in each of the large account bands
- Positioning around 'Business 4.0' is resonating with clients
- TCS is growing market share.

**Q4 starts with mega BPO signing, marking TCS' entry into the U.S. Insurance TPA market**

**Confident outlook for F19**

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Financials

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Recent Contract Awards

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M&A and Investments

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Partnerships, New Offerings

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Appendix A: Financials

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Appendix B: Client Metrics

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Appendix C: Employee Data

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## Scope of the Report

The report provides a quarterly update on TCS, looking at financial performance and key developments during the period.

It accompanies NelsonHall's Key Vendor Assessment program which looks at TCS' IT and BPO offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphases and new developments
- Revenue breakdowns
- Analysis of the company's offerings and key service components
- Analysis of the profile of the company's client base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.

## Report Length

14 pages

## Report Authors

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