



Tech Mahindra Digital Manufacturing Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Digital Manufacturing Services Assessment for Tech Mahindra is a comprehensive assessment of Tech Mahindra's digital manufacturing service offerings and capabilities designed for:

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

Key Findings & Highlights

Tech Mahindra has a history in servicing telecom service providers, (with telecom still representing 41% of revenues).

The company has, however, developed its presence in the manufacturing sector, which is its second-largest vertical (with \$1bn in revenues in FY19), ahead of BFSI. Tech Mahindra highlights its experience in servicing its parent company Mahindra Group, a conglomerate that derives the majority of its FY18 \$21bn revenues from manufacturing, i.e., automotive and farm equipment.

Tech Mahindra has ~150 manufacturing clients across automotive, aerospace, other discrete industries, and process manufacturing.

Tech Mahindra completed a significant acquisition in the manufacturing vertical, with the 2015 take-over, jointly with parent company Mahindra & Mahindra, of the world's most well-known provider of design and style services along with ER&D services to the automotive sector, Pininfarina.

Tech Mahindra highlights it has broad expertise in the manufacturing space; with the company having identified manufacturing IT services as a growth area ten years ago and expanding from product engineering services to shop-floor IT services and to supply chain.



Scope of the Report

The report provides a comprehensive and objective analysis of Tech Mahindra's digital manufacturing 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.

Contents

1. Background

2. Revenue summary

3. Key offerings

4. Delivery capability and partnerships

5. Target markets

6. Strategy

7. Strengths and weaknesses

8. Outlook

Report Length

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