VirtusaPolaris Next Generation Application Outsourcing

Vendor Assessment
Report Abstract

December 2016

By David McIntire
IT Services
Research Director
NelsonHall

10 pages

research.nelson-hall.com

Who Is This Vendor Assessment For?

NelsonHall's Next Generation Application Outsourcing Vendor Assessment for VirtusaPolaris is a comprehensive assessment of VirtusaPolaris' next generation application outsourcing 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

Virtusa was founded in 1996 and is headquartered in Massachusetts, U.S. Initially, it focused on working with product companies, providing product development capabilities, and incorporating an engineering mindset into application development.

In November 2015, Virtusa announced that it was acquiring Chennai-based Polaris for ~$270m. Virtusa will combine Polaris' banking and financial services application development and management business with its banking and financial services industry segment, and expects to realize over $100m of revenue synergies in the three years from the close of the acquisition.

VirtusaPolaris positions its next generation application outsourcing work against the perceived objectives of its clients. Specifically, it positions its offerings in terms of: customer experience through preemption of incidents, digital transformation, and outcome-driven engagements; cycle time compression through the use of agile and DevOps capabilities; and cost reduction.

Headcount as of June 30, 2016, was 17,790, down 436 from 18,226 at the end of FY 2016 (ending March 31, 2016). NelsonHall estimates that ~16k of this is focused on ADM services.

Scope of the Report

The report provides a comprehensive and objective analysis of VirtusaPolaris' next generation application outsourcing 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

Report Length

10 pages

Report Author

David McIntire

david.mcintire@nelson-hall.com

Forthcoming Profiles

Accenture, Atos, Capgemini, Infosys, Luxoft, NIIT Tech, NTT Data, TCS, Tech Mahindra and Unisys.