



Wipro Technologies

**Key Vendor Assessment
Report Abstract**

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86 pages





Who Is This Key Vendor Assessment For?

NelsonHall's Key Vendor Assessment for Wipro is a comprehensive assessment of Wipro's offerings and capabilities, designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPS/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

Thierry Delaporte, formerly deputy CEO at Capgemini, started as Wipro CEO on July 6, in the midst of the global pandemic. He is in the process of formulating a strategy.

Wipro's current positioning around its portfolio centers around four themes:

- Business Transformation, including CX transformation and generating new revenue models
- Modernization, taking an integrated cloud-first approach across applications, infrastructure and data to IT landscape modernization
- Connected Intelligence
 - Helping clients harvest and analyze their data to gain insights in areas such as preventive action for customer attrition, or predictive maintenance of assets
 - 'Engineering Transformation & Modernization'
- 'Trust', developing a consulting-led approach to cybersecurity in areas such as enterprise risk management, data privacy and control assurance.

With this there is a concomitant emphasis on those capabilities (talent, IPs and platforms, and open innovation ecosystem) it considers to be competitive differentiators.

There has been a recent increase on M&A activity: we expect this to accelerate, also an increased focus on its partnership strategy, including partners providing access to CXOs

Scope of the Report

The report provides a comprehensive and objective analysis of Wipro's 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 client base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, challenges and outlook.

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