



YASH Technologies SAP ERP Cloud Migration Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's SAP ERP Cloud Migration Services Vendor Assessment for YASH Technologies is a comprehensive assessment of YASH Technologies' SAP ERP Cloud Migration services offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for SAP ERP Cloud Migration services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the experience consulting services sector.

Key Findings & Highlights

YASH Technologies (YASH) was founded in 1996 and is headquartered in East Moline, IL. It offers a range of IT services, including consulting, application, and IT infrastructure services.

YASH has ~450 clients globally, and many of the largest clients are also its oldest clients. While it has global operations including ~40 campuses globally, Indian based resources account for ~70% of its ~6k total workforce. It estimates that ~60% of its corporate revenues are associated with SAP services.

YASH has been delivering SAP services since 1996. It has ~2.7k skilled employees and has delivered ~400 SAP projects, including ~150 implementations and ~250 application management engagements. Nearly half of the implementations included global rollouts. It has also completed ~100 upgrades for clients and ~50 SAP cloud engagements for clients spanning SAP cloud offerings, including S/4HANA Cloud, SuccessFactors, Ariba, C4C, Hybris, IBP, and Analytics Cloud.

The company's key area of growth is bundled engagements with its largest clients that span the modernization and digitalization of both SAP and other application landscapes. In these engagements, SAP is not the driving technology of transformation but rather one of several workstreams in pursuit of broader digital transformation initiatives.

NelsonHall estimates that YASH had revenues of ~\$315m in CY 2019. Of this, NelsonHall estimates that SAP services account for ~60% (~\$189m). NelsonHall further estimates that ~25% of the total SAP services revenues are associated with SAP ERP cloud migration services (~\$47m).

YASH has developed a set of offerings to span the full lifecycle of SAP cloud adoption. These offerings are built to integrate the offerings from both YASH's SAP and its infrastructure practices to provide seamless services from the initial assessment to ongoing operations. It is intended to be flexible enough for small and large scale migrations and enable simpler lift and shifts and more complex landscape transformations.

YASH has ~6k employees globally. YASH has ~2.7k SAP-skilled employees. Approximately ~70% of these are located in India.

YASH has historically had a significant portion of its revenues associated with SAP services. As it has seen digital grow to be a majority of its revenues, it focuses on evolving its SAP services in line, adding digital SAP capabilities, and building integrated capabilities to support SAP as a single service line within broader digital transformation. Cloud migration of SAP is a major focus of these types of engagements. With long relationships with several companies with large SAP landscapes, YASH is well-positioned to support these clients as they begin to modernize and cloud migrate these landscapes.

The majority of its cloud experience to date has been associated with migrating legacy SAP landscapes to AWS. While it does have experience migrating to Azure as well, continuing to expand its experiences to a more diverse set of delivery models - including greater experience on GCP and more experience of migrating or adopting S/4HANA on the cloud- will provide a stronger story to attract clients. This is particularly true when paired with its ASCENT and SAP Migration factory-based delivery model. The structured assessment and migration approach, supported by assets and tools to automate common migration functions, will enable it to support its broad legacy SAP client footprint as migrations accelerate among these large enterprises.

Scope of the Report

The report provides a comprehensive and objective analysis of YASH's SAP ERP Cloud Migration service 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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Report Length

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