



# Vendor Profile

Salesforce Services

# Coforge

## Report Abstract

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16 pages

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## Who is This Vendor Assessment For?

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NelsonHall's quality engineering services profile on Coforge is a comprehensive assessment of Coforge's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing IT services suppliers of front-office, Salesforce, and digital transformation applications
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IT services sector and examining growth areas within IT services.

## Key Findings & Highlights

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This NelsonHall vendor assessment analyzes Coforge's offerings and capabilities in Salesforce services.

Coforge acquired in 2019 52.7% of Wishworks, a tier-one MuleSoft partner. Wishworks was founded in 2010 and had its headquarters in Hyderabad, India, and London. At the time of the acquisition, Wishworks had FY18 revenues of ~\$15m. The transaction valued Wishworks at ~\$200m. Wishworks was a high-growth company.

Wishworks had developed its initial capabilities around MuleSoft. The company also had big data and cloud capabilities around MapR/HPE and Cloudera. The company serviced clients across sectors, with BFSI and retail its most important target markets. Its client base was mainly in the U.K.

Wishworks relied mainly on an India-centric delivery network with Hyderabad as its primary location. The company also had an office in the U.S., in Princeton, NJ.

## Scope of the Report

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The report provides a comprehensive and objective analysis of Coforge's Salesforce service capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- 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 offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.

## Quality Engineering Services Vendor Assessments also Available for:

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- Capgemini
- CGI
- Coforge
- EPAM Systems
- Grazitti Interactive
- Infostrech
- Mindtree
- NTT DATA
- Persistent Systems
- TCS
- Tech Mahindra
- Wipro.

## About The Author

Dominique Raviart is the IT Services Practice Director at NelsonHall, with global responsibility for IT Services research programs.

Dominique covers IT Services research in the areas of Software Testing/QA, Big Data and Analytics Services, Salesforce services, and IoT Services. Dominique has been part of NelsonHall's IT Services analyst team since 2007, providing comprehensive and insightful coverage of IT services markets in the world. In particular, he is widely known for his extensive knowledge and coverage of software testing, having examined recently digital testing and DevOps/continuous testing. Dominique assists both buy-side and vendor organizations in assessing opportunities and supplier capability across IT service lines.

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NelsonHall is the leading global analyst firm dedicated to helping organizations understand the 'art of the possible' in digital operations transformation. With analysts in the U.S., U.K., and Continental Europe, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. And for vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall's research is based on rigorous, primary research, and is widely respected for the quality, depth and insight of its analysis.

We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at [guy.saunders@nelson-hall.com](mailto:guy.saunders@nelson-hall.com)

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