Dell Services
Software Testing

Vendor Assessment
Report Abstract

April 2016

By Dominique Raviart
IT Services
Practice Leader
NelsonHall

Eight pages

Who Is This Vendor Assessment For?

NelsonHall's Software Testing Vendor Assessment for Dell Services is a comprehensive assessment of Dell Services' software testing offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for software testing services

- Vendor marketing, sales and business managers looking to benchmark themselves against their peers

- Financial analysts and investors specializing in the software testing sector.

Key Findings & Highlights

Dell Services, thanks to its Perot Systems legacy, has a strong heritage in U.S. healthcare and in particular in payer (~50% of revenues, as estimated by NelsonHall), government services (~25%) and other commercial sector (~25%). Dell Services is mostly present in North America (NelsonHall estimates that 75% of Dell Services come from North America).

Dell Services provides testing services through a full fledge practice (with responsibility ranging from solutioning, best practices, IPs to delivery and P&L). The practice, Dell Services Testing Services (DSTS) is mid-sized and has a headcount of 2.5k. NelsonHall estimates revenues of DSTS to ~$200m.

DSTS has not shared details regarding its vertical and geographical revenue split. Yet, NelsonHall has estimated the split of DSTS revenues:

- By vertical: to BFSI: 25%; healthcare: 30%; manufacturing: 20%; and other industries: 25%

- By geography: North America: 70%; U.K.: 10%; and other: 20%.

Scope of the Report

The report provides a comprehensive and objective analysis of Dell Services' software testing 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 Author

Dominique Raviart

dominique.raviart@nelson-hall.com

Forthcoming Profiles

Accenture, Amdocs, Applause, Atos, Capgemini; Ciber Inc., Cigniti, Cognizant, CSC, CSS Corp, Dell Services, Hexaware Technologies, IBM, Infosys, L&T Infotech, Mindtree, NIIT Technologies, NTT DATA, Olenick & Associates, QA Infotech, QualiTest, SQS, TCS, Tech Mahindra and Virtusa.