



LTI

SAP HANA and S/4HANA Services

**Vendor Assessment
Report Abstract**

August 2017

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6 pages

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Who Is This Vendor Assessment For?

NelsonHall's SAP HANA and S/4HANA Services vendor assessment for LTI is a comprehensive assessment of LTI's SAP HANA and S/4HANA services offerings and capabilities designed for:

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

Key Findings & Highlights

Larsen & Toubro Infotech (LTI) is an IT services and solutions vendor headquartered in Mumbai, India. It had FY17 (ending March 31, 2017) revenues of ~\$970m and headcount of 21,023.

LTI is a subsidiary of Larsen & Toubro, an India-headquartered engineering, manufacturing, financial services, and technology firm founded by two Danish engineers. Its background as a subsidiary of an engineering conglomerate explains LTI's client base (which differs from those of its Indian peers). LTI primarily services U.S. clients (North America accounted for 69% of its FY16 revenues); its other geographic segments are Europe (17%), India (6%), APAC (~2%), and RoW (6%).

LTI initiated HANA services in 2011 when it launched a COE. It followed this with its first set of Rapid Deployment Solutions (RDS) in 2012, and has since focused successively on developing capabilities in BW on HANA, Suite on HANA (SoH), and then S/4HANA (beginning in 2014). It has launched a program to train all of its SAP resources on HANA and S/4HANA, with a target of training 70% of its SAP workforce by the end of 2017.

LTI's HANA and S/4HANA offerings are focused on accelerating the adoption of HANA or S/4HANA solutions, as well as filling capability gaps specific to its client industries which sit outside the core functionality of S/4HANA.

LTI has ~21k FTEs; ~15% of its total resource capability is focused on SAP services (~3.1k). ~30% have been trained on HANA and S/4HANA, with ~70% targeted to be trained by the end of 2017.

LTI's key India delivery location is Mumbai. Its onshore resources are primarily located at client sites, but it has U.S. delivery centers in New Jersey and San Jose, CA. Its European delivery is centered in delivery centers in Stockholm and Munich.

Scope of the Report

The report provides a comprehensive and objective analysis of LTI's SAP HANA and S/4HANA 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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