



Vendor Profile

Quality Engineering

LTI

Report Abstract

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Who is This Vendor Assessment For?

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

- Sourcing managers monitoring the capabilities of existing suppliers of software testing/quality assurance/quality engineering, and application services/ADM
- 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

This NelsonHall vendor assessment analyzes LTI' offerings and capabilities in quality engineering

LTI changed its testing service structure in FY20 and moved from a P&L structure to a CoE based model. LTI's career tester now sits in the verticals and other horizontal service lines (e.g., SAP, Oracle, and Salesforce). In total, LTI estimates it had approximately 4.3k career testers across the organization at the end of Q1 FY22.

LTI has structured its QA strategy around four axes:

- "New ways of working," with a refreshed portfolio. See the [Key Offering](#) sub-section
- "Platform," with a continued push on IP and accelerators. LTI sells its tools as IP with a software license and maintenance fee as part of its IP strategy. See the [Key Offering](#) sub-section
- "Talent," with a focus on learning and skill development. See the [Delivery Capabilities](#) sub-section
- "Collaboration," with a focus on building a testing partner ecosystem. See the [Key Offering](#) sub-section.

LTI has aligned its QA portfolio around the following priorities. The company highlights it has at least five clients for each of the offerings:

- Cloud: application migration to the cloud and SaaS applications
- Connected devices and IoT: LTI is accompanying parent L&T in its 20 smart city projects across India around traffic management, citizen services, and healthcare
- AI/ML testing: AI-based quality engineering services and IPs
- Data: working on making data accessible to the insurance brokers of a large insurance firm
- Performance and resilience engineering backed up by an IP, Canvas Resilience Platform.

LTI continues to shift its service portfolio, transforming TCoEs to continuous testing and "on-demand" services (e.g., performance, resilience, and crowdsourcing).

The company highlights that it has kept on winning significant testing engagements, mainly in bundled AD and AM. LTI has also won standalone QA contracts. The QA wins, whether bundled or standalone, are across technologies, from API to connected devices, performance.

Scope of the Report

The report provides a comprehensive and objective analysis of LTI's quality engineering and 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:

- Amdocs
- Atos
- Capgemini
- Cigniti
- eInfochips
- Expleo/SQS
- Infosys
- LTI/L&T Infotech
- Qualitest
- TCS
- Tech Mahindra
- TestingXperts
- Trigent
- ValueMomentum
- 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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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

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