



Tech Mahindra Customer Management Services

Vendor Assessment
Report Abstract

May 2016

By Ivan Kotzev
Industry Sector Analyst
NelsonHall

9 pages

research.nelson-hall.com





Who Is This Vendor Assessment For?

NelsonHall's Customer Management Services (CMS) profile on Tech Mahindra is a comprehensive assessment of Tech Mahindra's offerings and capabilities designed for:

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

Key Findings & Highlights

Tech Mahindra's customer management services (CMS) offerings are part of its business services group (BSG), which also includes asset management, drug safety, source to pay, F&A, art pack management, and consulting.

It offers customer management services in:

- Customer care
- Sales
- Technical support
- Fulfillment and back-office.

Scope of the Report

The report provides a comprehensive and objective analysis of Tech Mahindra's CMS offerings 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.



Contents

1. Background

2. Revenue Summary

3. Key Offerings
 - 3.1 Technology
 - 3.2 Pricing

4. Delivery Capability and Partnerships
 - 4.1 India
 - 4.2 Rest of APAC
 - 4.3 U.K. and Continental Europe
 - 4.4 Africa
 - 4.5 U.S.

5. Target Markets

6. Strategy

7. Strengths & Challenges
 - 7.1 Strengths
 - 7.2 Challenges

8. Outlook

Report Length

9 pages

CMS Vendor Assessments also available for:

Aegis, Alorica, Capita, Concentrix, CSS Corp, EGS, HGS, Hewlett Packard Enterprise, Firstsource, Intelenet, Minacs, Sitel, Sutherland, Sykes, Teleperformance, TeleTech, Transcom, transcosmos, Wipro, Webhelp, WNS, Xerox