



Virtusa Big Data and Analytics Services

Vendor Assessment
Report Abstract

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Dominique Raviart
Practice Director
NelsonHall

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research.nelson-hall.com





Who Is This Vendor Assessment For?

NelsonHall's Big Data and Analytics Services Vendor Assessment for Virtusa is a comprehensive assessment of Virtusa's big data and analytics service offerings and capabilities designed for:

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

Key Findings & Highlights

Virtusa provides most of its big data and analytics services through its Data & Analytics (D&A) practice. D&A has a headcount of 2k and is a horizontal practice within Virtusa Digital.

Virtusa Digital is a horizontal service line within Virtusa. In addition to D&A, it includes mobility, digital strategy, UX, IoT, AI/cognitive, and cybersecurity. D&A is the largest service line within Virtusa Digital and accounts for 57% of the 3.5k personnel within Virtusa Digital.

D&A is in high growth mode, having grown from 950 FTEs in FY16 to 2.0k at the end of FY17. The acquisition of a majority stake in Polaris brought ~800 data specialists to D&A, with organic growth of another 250 employees.

A priority for D&A is to take a consulting-led approach to its big data and analytics projects. To achieve this, it is working with other Virtusa organizations including vertical SMEs and digital consultants. Other priorities for D&A are around:

- "Co-innovation": which is about implementing emerging technologies (e.g. AI) for clients
- Continued investment in accelerators and platforms: which includes its own big data platform as well as accelerators around data integration (a key focus area), MDM, data lineage, and data masking
- Creating AI use cases: with current investment focused on preventive maintenance (IoT), telecom network fault analysis, and worker safety and productivity (IoT)
- Expanding its industry-specific solutions: and deepening their content, which currently ranges from blueprints, somewhat reusable algorithms, to industry-specific offerings (mostly BFSI).



Scope of the Report

The report provides a comprehensive and objective analysis of Virtusa's big data and analytics 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.

Contents

1. Background
2. Revenue Summary
3. Key Offerings
4. Delivery Capability and Partnerships
5. Target Markets
6. Strategy
7. Strengths and Challenges
8. Outlook

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Report Author

Dominique Raviart

dominique.raviart@nelson-hall.com