



QualiTest Group Software Testing

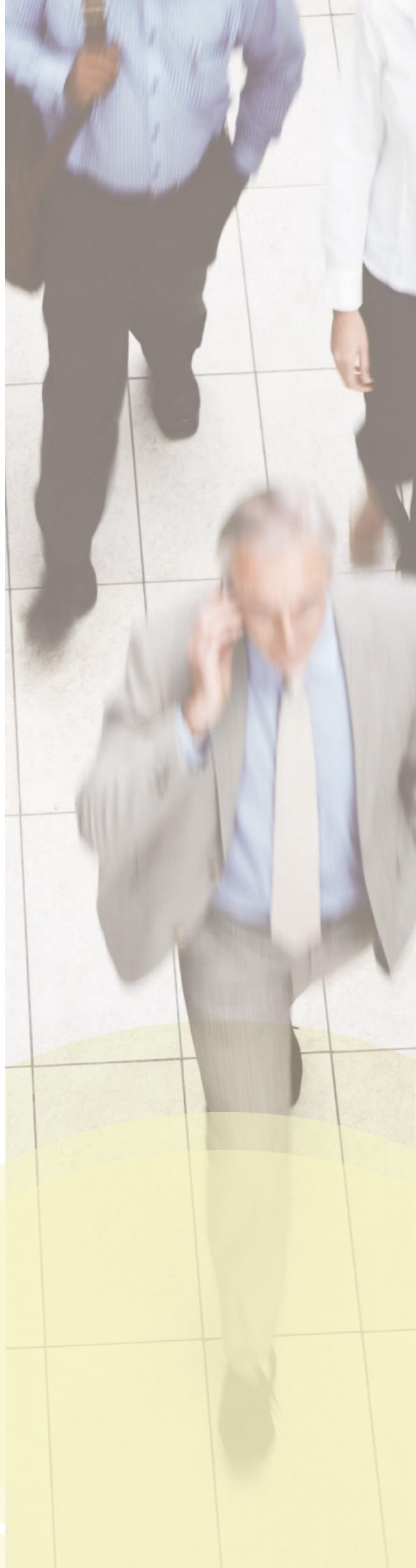
Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Software Testing Vendor Assessment for QualiTest is a comprehensive assessment of QualiTest's 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

QualiTest Group is a software testing and QA services vendor, headquartered in Petach-Tikva, Israel, close to Tel Aviv. It is privately-owned and has a headcount of ~2.7k. It is the second-largest software testing pure-play in the world, by headcount and revenues.

QualiTest Group has its background in Israel, where it provides a wide range of services, predominantly software product testing. The company primarily services clients onsite, together with the software product development teams of the client. Key clients include Intel (for testing future versions of operating systems on different devices), Microsoft, Google and Philips Healthcare (for testing embedded software on medical devices and X-ray equipment). NelsonHall estimates the headcount of QualiTest in Israel to be ~1.2k.

QualiTest has been pursuing an internationalization strategy, initially setting up offices in the U.S. In 2006, it acquired a staffing firm named Ibase Consulting and reoriented the activities of Ibase Consulting towards software testing, initially providing staff augmentation and staffing services. Over time, QualiTest expanded the former Ibase into fixed-priced contracts and multi-year managed testing services contracts. With success. QualiTest in the US has a headcount of 500 and use the services of ~400 personnel in India, developing on the back of several managed testing services and taking a focused vertical approach.

Scope of the Report

The report provides a comprehensive and objective analysis of QualiTest's 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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