



Ciber Inc. Software Testing

**Vendor Assessment
Report Abstract**

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**By Dominique Raviart
IT Services
Practice Leader
NelsonHall**

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research.nelson-hall.com





Who Is This Vendor Assessment For?

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

Ciber is an IT services vendor founded in 1974 and headquartered in Greenwood Village, CO, U.S. The company services mid-sized clients to large Fortune 100 clients. It had in 2014 revenues of \$864m and in Q1-Q3 2015 revenues of \$593m, flat at constant currency. NelsonHall estimates that revenues in 2015 will be \$795m, flat at constant currency and down ~9% at actual exchange rates. Ciber has a market cap of \$270m.

Ciber is in a transformation journey, which includes expanding offshore delivery, portfolio management (e.g. with the launch of Ciber Momentum, a SaaS legacy application code migration tool, and Ciber Transformation Services for reskilling IT personnel) as well as continuing on historical strengths on Oracle application (U.S. and U.K.), SAP, Infor, Microsoft and increasingly salesforce.com.

The company has ~500 career testers in its testing practices both in India and onshore. It has in addition ~250 career testers in its SAP practice. It also has QA consultants in its consulting practice. In addition, the company has an unspecified number of developers and business analysts providing testing on a part-time basis.

NelsonHall estimates that Ciber's testing practice had ~\$20m in revenues; and that combined testing practice and SAP testing services to \$30m. Ciber is therefore a relatively small testing service vendor and its testing practice has positioned itself as a QA consulting-led testing services vendor, away from pure testing execution.

Scope of the Report

The report provides a comprehensive and objective analysis of Ciber'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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Report Author

Dominique Raviart

dominique.raviart@nelson-hall.com