



# Cigniti Software Testing

Vendor Assessment  
Report Abstract

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## Who Is This Vendor Assessment For?

NelsonHall's software testing vendor assessment for Cigniti is a comprehensive assessment of Cigniti'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

Cigniti Technologies (Cigniti) is a Hyderabad headquartered software testing vendor which is BSE and NSE listed. In FY 2016 (year ending March 31, 2016), it had revenues of INR 5,949m (~\$89m). Cigniti's CY 2015 revenues were INR 5,505m (~\$85m). Its headcount at the end of CY 2015 was ~1.8k (and 2.3k in May 2016). It has a current market capitalization of ~\$150m.

Cigniti has 300 clients, the largest being a U.S. low cost airline carrier; up to 175 Cigniti personnel work for this client. Other brand names among Cigniti's main clients include Synovus, Freeman, Alfa Insurance in the U.S.; Ryanair, Bapcare, Nimble; and Indigo Airlines in India.

Cigniti has focused on winning large managed testing contracts. It has won contracts of up to \$20m in TCV, including two large contracts, with a U.S. low cost airline carrier and Alfa Insurance, both in the U.S. Also Cigniti regularly wins contracts with TCV of \$1m-\$5m.

## Scope of the Report

The report provides a comprehensive and objective analysis of Cigniti'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 Length

10 pages

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