



Infosys

Key Vendor Assessment Report Abstract

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95 pages





Who Is This Key Vendor Assessment For?

NelsonHall's Key Vendor Assessment for Infosys is a comprehensive assessment of the company's offerings and capabilities designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT Services markets
- Sourcing managers monitoring the capabilities of existing suppliers of IT outsourcing services and identifying vendor suitability for IT services
- Consultants advising clients on vendor selection
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the BPO/IT services sector.



Key Findings & Highlights

Evolution of strategy under new CEO

There is an increased emphasis on developing its Digital capabilities.

FY20 is Year 2 of a 3-year road-map, with the emphasis moving to building momentum. FY19 performance indicated the company is executing well on strategy and the signs for FY20 are promising. Infosys has raised the lower end of its FY20 revenue guidance, is enjoying very strong growth in its Digital services, and quarterly large deal signings TCV continues to grow.

Four pillars of strategy

- Scale agile (and) digital
- Energize the core
- Reskilling
- Expand localization: the emphasis has expanded from the US to other key markets: Australia and Europe

And on an Agile digital service architecture:

- Experience
- Insight
- Innovate
- Accelerate
- Assure.

All services are aligning with this architecture and the articulation of its positioning has sharpened: *"helping clients become a Live Enterprise, where Navigating your Next is Natural"*.

Increased appetite for M&A, also for different types of commercial arrangements, including JVs

Scope of the Report

The report provides a comprehensive and objective analysis of Infosys' IT and BPM offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphases and new developments
- Revenue estimates
- Analysis of the company's offerings and key service components
- Analysis of the profile of the company's client 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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