QualiTest Group Digital 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 digital 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 (QTG) is a software testing and QA services vendor. It is privately owned and has a headcount of ~3.3k.

In September 2016, Marlin Equity Partners acquired a majority stake in QTG, with three objectives:

- Develop QTG's service portfolio with new offerings, e.g. security testing, SAP testing

- Acquire competitors in the U.S, U.K., and India, and in sectors with a focus on BFSI

- Invest in IP and platforms and make QTG a more integrated firm (rather than a collection of three successful but largely independent operations). Along with this integration effort, QTG wants to shift its service portfolio towards digital and DevOps/continuous testing.

Because of the new PE ownership, QTG acquired:

- Test Direct in November 2016. Test Direct complemented QTG's geographical presence in the U.K. (expanding its presence from Bristol to the North and Midlands of England), brought 80 personnel, a client base in BFSI and retail, and a nearshore center in the North of Manchester (Preston), with a headcount of ~15

- Experior Group in June 2017. Experior is a SAP testing services specialist founded in 2002, and is based in Staines, England (close to London). Experior provides both functional and non-functional SAP testing services. QualiTest intends to roll out SAP testing capabilities across the group and create SAP CoE in India and the U.S. in H2 2017

- Pytheus Cyber Security, a security testing firm headquartered in Plymouth, MI in the U.S. Pytheus will be part of a newly-created cyber security testing service line within Qualitest. The security testing service line will provide application security testing and penetration testing ("ethical hacking").

Scope of the Report

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