



Digital Manufacturing Services

Tech Mahindra

Report Abstract

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Contents of Full Report

1. Foreword
2. Background
3. Revenue Summary
4. Key Offerings
5. Delivery Capabilities
6. Target Markets
7. Strategy
8. Strengths & Challenges
9. Outlook

Who is This Vendor Assessment For?

NelsonHall's digital manufacturing services profile on Tech Mahindra is a comprehensive assessment of Tech Mahindra's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of digital, industrial IoT, and industrial IT services
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IT services sector and examining growth areas within IT services.

Key Findings & Highlights

This NelsonHall vendor assessment analyzes Tech Mahindra's offerings and capabilities in digital manufacturing services.

Tech Mahindra has a history in servicing communication service providers (CSPs), with telecom representing ~39% of revenues, as of Q3 FY21. However, the company has developed its presence in the manufacturing sector. Manufacturing is Tech Mahindra's second-largest vertical, with ~\$1bn in revenues in FY21, ahead of BFSI.

Tech Mahindra highlights its experience in servicing its parent company Mahindra Group, a conglomerate that derives most of its FY20 \$21bn revenues from manufacturing, i.e., automotive and farm equipment.

Tech Mahindra has ~150 manufacturing clients across automotive, aerospace, other discrete industries, and process manufacturing. Approximately 18k Tech Mahindra employees service manufacturing clients.

For the manufacturing vertical, Tech Mahindra provides a wide range of services, including:

- Product design and style services
- Product engineering services
- Manufacturing
- Supply chain
- Sales & distribution
- Aftermarket services
- IT services related to support functions, including HR, finance, and legal.

Scope of the Report

The report provides a comprehensive and objective analysis of Tech Mahindra's digital manufacturing service offerings and capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- 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 offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.

Digital Manufacturing Services Vendor Assessments also Available for:

- Accenture
- Atos
- Capgemini
- Cyient
- DXC
- IBM
- Infosys
- Samsung SDS
- Sopra Steria
- Tata Elxsi
- Tech Mahindra
- T-Systems
- Wipro.

About The Author

Dominique Raviart is the IT Services Practice Director at NelsonHall, with global responsibility for IT Services research programs.

Dominique covers IT Services research in the areas of Software Testing/QA, Big Data and Analytics Services, Salesforce services, and IoT Services. Dominique has been part of NelsonHall's IT Services analyst team since 2007, providing comprehensive and insightful coverage of IT services markets in the world. In particular, he is widely known for his extensive knowledge and coverage of software testing, having examined recently digital testing and DevOps/continuous testing. Dominique assists both buy-side and vendor organizations in assessing opportunities and supplier capability across IT service lines.

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About NelsonHall

NelsonHall is the leading global analyst firm dedicated to helping organizations understand the 'art of the possible' in digital operations transformation. With analysts in the U.S., U.K., and Continental Europe, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. And for vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall's research is based on rigorous, primary research, and is widely respected for the quality, depth and insight of its analysis.

We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at guy.saunders@nelson-hall.com

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