



Trianz Cloud Advisory, Assessment, and Migration Services

**Vendor Assessment
Report Abstract**

April 2018

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8 pages

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Who Is This Vendor Assessment For?

NelsonHall's Cloud Advisory, Assessment and Migration Services Vendor Assessment for Trianz is a comprehensive assessment of Trianz's cloud advisory, assessment and migration services offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for cloud consulting services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in cloud consulting services sector.

Key Findings & Highlights

Trianz is a consulting and technology services vendor headquartered in Santa Clara, CA. It was founded in 2001, with a large technology company as its first client. Growth for Trianz has been both organic and inorganic; with four acquisitions to date that helped strengthen its presence and portfolio. In 2004, Trianz acquired Bangalore based EximSoft which allowed it to expand its operations to India, where the majority of its workforce now resides.

Since 2014, Trianz has refocused its service capabilities around cloud, analytics, digital, infrastructure, and security (CADIS).

Trianz targets Fortune 1000 companies and services clients in technology, BFSI, media, manufacturing, retail, healthcare, life science, logistics, and public sector. It primarily delivers in the U.S. It also has a delivery engine that is India based, with offices in Bangalore, Hyderabad, and Chennai.

In total, Trianz has 1.5k employees, ~67% of whom are in India.

Trianz has been offering cloud services since 2011. In July 2015, it acquired Axon Networks to expand its cloud services capabilities.

Trianz offers cloud services across the enterprise cloud adoption lifecycle. Its advisory services include strategy, roadmap, design, and integration services. Its migration services have parallel focuses on the migration of applications to a cloud infrastructure and the modification of applications to enable them to operate in the cloud. Implementation services include hybrid cloud implementations starting from network design and connectivity, and including cloud design and implementations, integrations with clients monitoring, ITSM tools and frameworks.

It has a particular focus on implementing cloud analytics solutions, which represent a significant portion of its cloud migration footprint.

Trianz has ~1,500 employees globally. It estimates that ~1k of these are located in India, with the majority of the rest located in the U.S., and a small team in the Middle East. It has approximately 250 dedicated cloud services resources split between client proximate locations and India.

Scope of the Report

The report provides a comprehensive and objective analysis of Trianz's cloud advisory, assessment and migration service 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.



Contents

1.	Background
2.	Revenue Summary
3.	Key Offerings
4.	Delivery Capability and Partnerships
5.	Target Markets
6.	Strategy
7.	Strengths and Challenges
8.	Outlook

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