



Virtusa Digital Bank Transformation: Establishing New Digital Banks

**Vendor Assessment
Report Abstract**

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9 pages





Who Is This Vendor Assessment For?

NelsonHall's Digital Banking Services Vendor Assessment for Virtusa is a comprehensive assessment of Virtusa's Digital Banking Services offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of capital market process outsourcing and identifying vendor suitability for Digital Banking Services RFPs
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the support services sector.



Key Findings & Highlights

Virtusa has been providing IT services to the banking industry since its inception twenty years ago. Initially, Virtusa focused on the customer layer of the IT stack, not on the core banking platform itself. Virtusa launched its digital services in 2004 with a tier-one global bank headquartered in the U.S., which required support establishing an online presence. Over the years Virtusa subsequently delivered to this client:

- Dotcom platform
- Mobile banking capabilities
- Digital-only bank (a standalone entity). This initiative supported the bank's digital channel in ~120 countries.

Virtusa has consistently added capabilities to support its growth, including:

- ConVista (2010) focused on high volume collections/disbursements for BFSI
- ALaS Consulting (2011) financial consulting services
- Trade Tech Consulting (2014) consulting for treasury and asset management activities for Scandinavian financial institutions
- Polaris Consulting (2016) which was focused on delivering services to the banking industry
- eTouch Systems (2018): expanded Virtusa's digital engineering and digital service offerings

Scope of the Report

The report provides a comprehensive and objective analysis of Digital Banking services offerings, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphases 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.

Contents

1. Background

2. Revenue Summary

3. Key Offerings

4. Delivery Capabilities & Partnerships

5. Target Markets

6. Strategic Direction

7. Strengths & Challenges
 - 7.1 Strengths

 - 7.2 Challenges

8. Outlook

Report Length

9 pages

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Digital Banking Services Vendor Assessments Also Available for:

Atos
Capgemini
DXC
FIS
Happiest Minds
Infostretch
Infosys
Kuliza
L&T Infotech
Sopra Steria
TCS
Virtusa
Wipro
WNS