Wipro
Application Outsourcing

**Vendor Assessment
Report Abstract**

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10 pages

Who Is This Vendor Assessment For?

NelsonHall's Application Outsourcing Vendor Assessment for Wipro is a comprehensive assessment of Wipro's application outsourcing offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of recruitment process outsourcing and identifying vendor suitability for IT services, end-user computing services and virtual desktop technology and services

- Vendor marketing, sales and business managers looking to benchmark themselves against their peers

- Financial analysts and investors specializing in the IT services sector.

Key Findings & Highlights

AM continues to be a door-opener for Wipro, often being part of an initial relationship with new clients and providing a basis for further upselling of services, whether as standalone projects or as part of multi-year application outsourcing contracts. A recent example of large contract AM wins include the Philips contract in the Netherlands, awarded in 2012. NelsonHall estimates the contract to have a TCV of ~$200m.

AM tends to be strategic for Wipro, helping the company selling additional services sold on top AM services such as systems integration and software development and testing and thus remain application services-centric.

Contents

Scope of the Report

The report provides a comprehensive and objective analysis of Wipro's application outsourcing 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.

Report Length

10 pages

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Application Outsourcing Vendor Assessments:

Published: Amdocs, Atos, Capgemini, HP, TCS and Steria

Forthcoming: Cognizant, IBM and Infosys.