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Sample Supplier Profile: Information Technology (IT) Consulting

2009

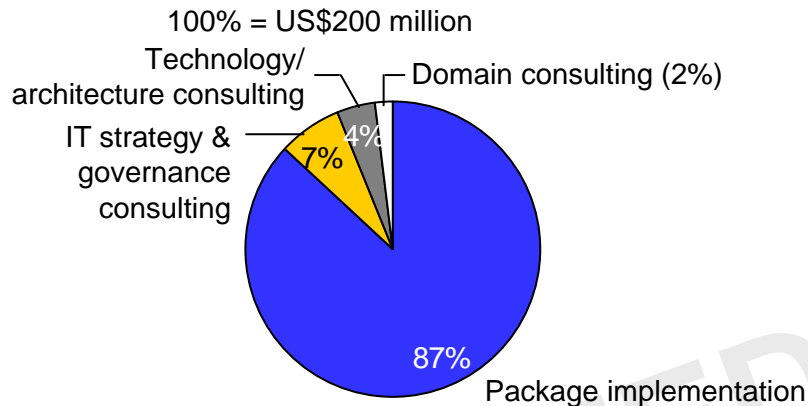
Information Technology (IT) consulting supplier profile

Company A – Revenue snapshot

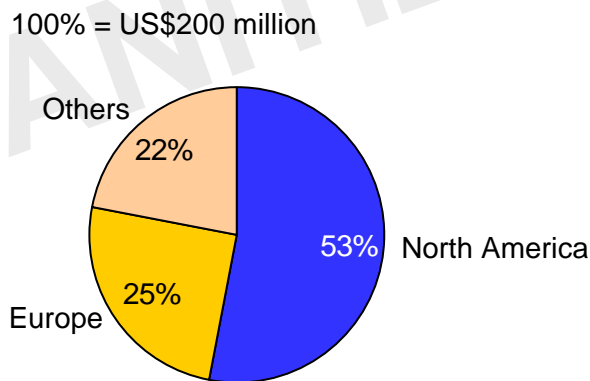


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IT consulting revenue
2007; US\$ million



IT consulting revenue – breakdown by geography
2007; US\$ million



Company profile

- Company A is an IT consulting and services firm headquartered in India
- Key business lines: ADM, IT consulting, infrastructure outsourcing and BPO, IT products, and consumer care and lighting
- Key financials (FY'08)
 - Revenue: US\$1,000 million in Global IT
 - 2007 operating margin: 20 %
 - IT consulting revenue: US\$200 million¹
 - Headcount: 40,000 employees as of March 31, 2008 in global IT

IT consulting revenue snapshot

- For Company A, consulting acts as a “door-opening” event and is also used to improve/extend the client relationship
- Its consulting business is driven by the Global IT Consulting unit, which focuses on high-value onsite work. Projects are staffed from vertically aligned consulting teams as well as professionals with horizontal expertise (e.g., Enterprise Application Services practice)
- Target clients are usually large buyers (typically Fortune 1000)
- BFSI and Energy and Utilities are key verticals for the consulting business, contributing 45% of consulting revenue

¹ Everest estimates

Sources: Everest Research Institute (2008); supplier inputs; public disclosures. (Last update: September 2008)

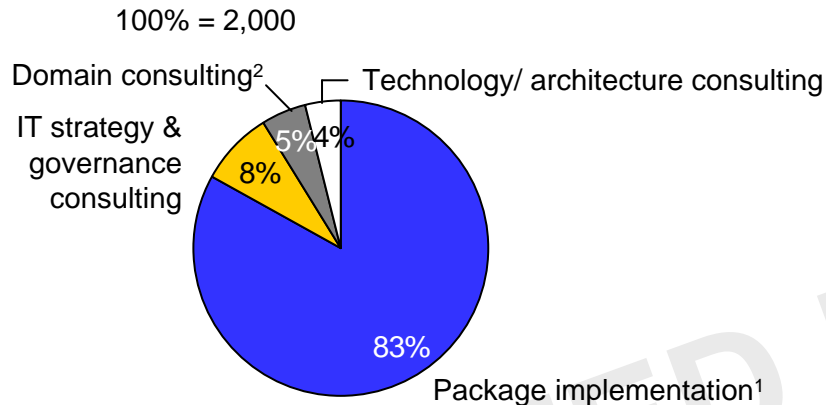
Information Technology (IT) consulting supplier profile

Company A – Headcount snapshot

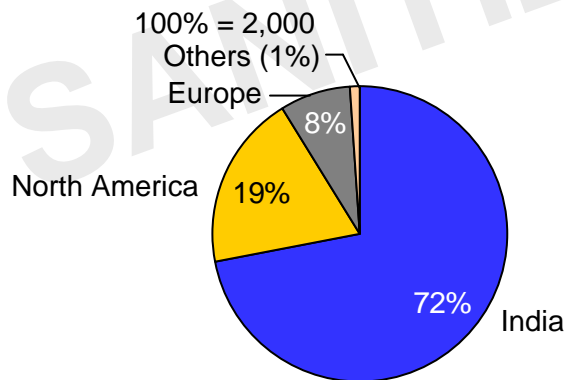


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IT consulting headcount
2007; Number



IT consulting headcount – breakdown by home-base geography
2007; FTEs



IT consulting headcount snapshot

- Company A has a dedicated global IT consulting team with multiple horizontal teams offering different consulting services, e.g., technology consulting, enterprise IT consulting, and quality consulting
- A global delivery model is the core of Company A's delivery strategy. In addition to consultants based across the United States and Europe, Company A has centers in key offshore locations like India (Bangalore, Hyderabad, Gurgaon, Kolkata), Taiwan, China (Beijing, Shanghai) and Romania (Bucharest)
- Company A has built a high offshore-based effort into its package implementation practice with a majority of the consultants in Indian centers

1 Headcount is shared between ADM and consulting
2 Headcount is shared between IT products and consulting

Sources: Everest Research Institute (2008); supplier inputs; public disclosures. (Last update: September 2008)

Information Technology (IT) consulting supplier profile

Company A – Key focus areas



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| | Primary focus | Comments/description |
|------------------|---|---|
| Industry | <ul style="list-style-type: none"> Banking, Financial Services and Insurance Energy and Utility (E&U) | <ul style="list-style-type: none"> BFSI and E&U account for around 45% of Company A's consulting revenue Other active priority areas include manufacturing, retail and telecom |
| Geography | <ul style="list-style-type: none"> North America Europe | <ul style="list-style-type: none"> North America contributes as much as 50% to consulting revenue India, Middle East and APAC are the fastest growing sectors, given Company A's increased focus |
| Packages | <ul style="list-style-type: none"> SAP and Oracle implementation services IT strategy and governance | <ul style="list-style-type: none"> SAP and Oracle are the main packages implemented, both being equally preferred Company A implements package suitable to the industry concerned (e.g., SAP better suits the E&U vertical in Europe and Oracle has focused solutions for E&U in North America) |
| Solutions | <ul style="list-style-type: none"> Quality Consulting | <ul style="list-style-type: none"> Provides technology consulting on SOA and services on toolsets to help CIOs monitor and improve IT enterprise effectiveness Quality consulting comprises process consulting and programming and services quality consulting Made significant investments in process certifications, e.g., Six Sigma |
| Buyers | <ul style="list-style-type: none"> Main focus is Fortune 1000 companies | <ul style="list-style-type: none"> Company A's consulting client focus largely mirrors the overall focus of the organization, i.e., includes the largest firms in any industry Company A aims to serve buyers that are looking to take advantage of the global sourcing model |
| Key growth areas | <ul style="list-style-type: none"> Company A will maintain focus on a diversified set of industries | <ul style="list-style-type: none"> BFSI will likely continue to remain the largest contributing industry in terms of growth Mobility (wire-free/detached) applications implementation is a potential driver of growth |

Sources: Everest Research Institute (2008); supplier inputs; public disclosures. (Last update: September 2008)

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