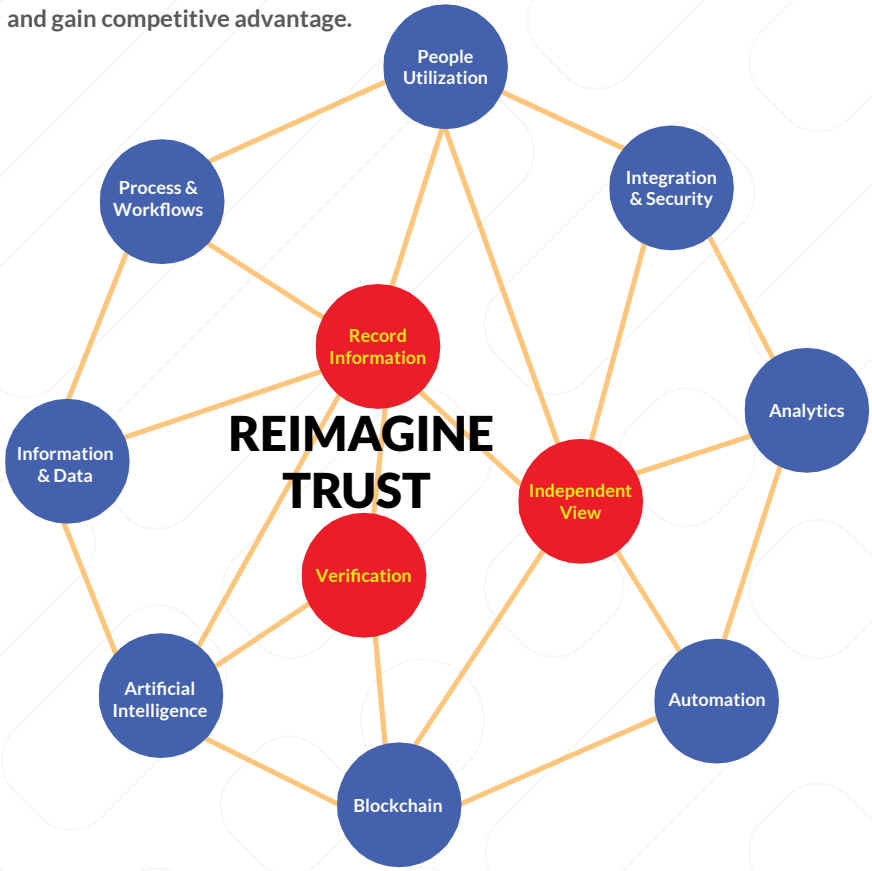
ReImagining Trust for the Professional Services Industry

Professional Services
ReImagine Trust

www.hexaware.com/industries/professional-services

The Professional Services industry is at a tipping point. Professional services firms are connected through common features like people utilization, processes and workflows, information and data, integration and security. The changing economics, evolving market needs, and technology-driven drivers are challenging the industry to search new revenue streams through digital offers. Hexaware can help professional services firms to adapt to these challenges and gain competitive advantage.

Trust is the bedrock of Professional Services firms, but is the digital disruption challenging this trust?



At Hexaware, we help professional services firms to reimagine trust, by leveraging the latest digital technology enablers like automation, analytics, blockchain and cognitive computing, coupled with our deep domain expertise to deliver platform-based solutions.

INDUSTRIES WE SERVE

Tax, Audit & Accounting

- IFRS Compliance Platforms
  - > Revenue Recognition
  - > Lease Accounting
- Regulatory and Compliance Products
- Global Project Delivery Platforms
- Financial Benchmarking Products
- Project Management Playbooks
- Independence Risk Advisory Products

Advisory & Consulting

- Smart Research Solutions
- Contract Obligation Management Products
- Engagement Management Platforms
- Collaboration Platforms for Shared Workspaces

Legal, Risk & Compliance

- Regulatory and Compliance Products
- eDiscovery platforms
- Enterprise Solutions for HCM and GRC
- Intelligent Contract Manager
- Engagement Management Platforms

People & Talent Management

- Recruitment Platforms for Global Recruiting
- Web/Mobile-based Candidate Products
- Talent Acquisition as a Service
- Learning Solutions/Portal
- AI Solution for Talent Acquisition
- Human Digital Interface-Chatbots

Information Services & Platforms

- Benchmarking Products for Peer Comparison
- Integrated Mobility Services Platforms
- Cloud-based Solutions (SaaS, PaaS)
- Self-service Analytics
- Content/Document Management Platforms
- Workflow/Business Process Management

SUCCESS STORIES

14+ years of trustful journey with one of the Big Four accounting firms

3 M+ hours in Audit & Assurance IT

1.8 M hours of work in Advisory IT

~3.5 M hours of work on Tax IT

~5 M hours of work on Corporate IT

1.6 M hours of work on Business Intelligence Services

~14 M total hours delivered

100 M+ of fixed / capacity contracts

36.4 M value in last 2 years

Average tenure of service: **24 months**

100+ POCs delivered

80% Agile-Certified consultants

CSS Score: **6.5/7**

~650 consultants

Tax, Audit & Accounting

- 14 years of trustful relationship with a Big 4 accounting firm
- **87%** savings in execution cost for financial transformation
- **59%** overall automation across 9 business processes

People & Talent Management

- Background verification automated through RPA leading to **50%** reduction in efforts and **40%** cost savings for a global HR consultancy
- Web and mobile products developed, leading to increased candidate engagements for a North American staffing provider

Information Services & Platforms

- Infrastructure modernization through cloud migration for a global auction house, enabling scalability & improved time to market
- Application Support & Maintenance of 45+ applications for a global provider of standards & compliance leading to **30%** cost savings

Legal, Risk & Compliance

- HR Modernization on the cloud for a legal services firm
- Implementation of Oracle Fusion & Taleo Cloud
- **60x** faster approval process for employee onboarding
- **99.67%** improvement in employee learning processes

Advisory & Consulting

- Developed a risk assessment platform for a global advisory firm that had **80%** adoption within 6 months of release. The platform was further offered to third party clients on subscription pricing
- **56%** reduction in the applications landscape through rationalization principles, leading to projected savings of **USD 15- 20 M** per service line for a global advisory firm

About Hexaware

Hexaware is the fastest growing next-generation provider of IT, BPO and consulting services. Our focus lies on taking a leadership position in helping our clients attain customer intimacy as their competitive advantage. Our digital offerings have helped our clients achieve operational excellence and customer delight by 'Powering Man Machine Collaboration.' We are now on a journey of metamorphosing the experiences of our customer's customers by leveraging our industry-leading delivery and execution model, built around the strategy— 'Automate Everything, Cloudify Everything, Transform Customer Experiences.' We serve customers in Banking, Financial Services, Capital Markets, Healthcare, Insurance, Manufacturing, Retail, Education, Telecom, Professional Services (Tax, Audit, Accounting and Legal), Travel, Transportation and Logistics. We deliver highly evolved services in Rapid Application prototyping, development and deployment; Build, Migrate and Run cloud solutions; Automation-based Application support; Enterprise Solutions for digitizing the back-office; Customer Experience Transformation; Business Intelligence & Analytics; Digital Assurance (Testing); Infrastructure Management Services; and Business Process Services. Hexaware services customers in over two dozen languages, from every major time zone and every major regulatory zone. Our goal is to be the first IT services company in the world to have a 50% digital workforce.

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Safe Harbor Statement
Certain statements in this press release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which Hexaware has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry.

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