Hexaware

Leader

"Hexaware offers strong Salesforce implementation capabilities, primarily for industry-oriented applications."

Rainer Suletzki

Overview

Hexaware is a global IT consulting provider with a strong focus on cloud-based solutions. The company is headquartered in Iselin, NJ, U.S. The Salesforce practice has its main locations in the U.S. The Salesforce practice was founded in 2010 and has shown significant growth in recent years. Hexaware has more than 650 employees dedicated to the Salesforce practice, of which more than 170 hold Salesforce certifications.

Strengths

Strong industry expertise: Hexaware offers specific sophisticated solutions focused on various industries, including life sciences and financial services. The solution suite, CarrotCube, is a key asset in Hexaware's life sciences-oriented portfolio. The portfolio is built on the Salesforce Health Cloud and provides numerous functionalities with focus on patient engagement. These functionalities include, in part, tracking medication adherence, vitals monitoring and appointment booking with care teams. Furthermore, various source systems such as electronic medical records (EMR) can be integrated with CarrotCube.

Strong integration capabilities: Hexaware exhibits strong capabilities for integration of Salesforce with other solutions and has deep knowledge of the development and integration platform, MuleSoft, for which it holds numerous certifications.

Mobile enablement: Hexaware's portfolio exhibits a strong emphasis on the extensive use of the Lightning platform to be mobile ready across all relevant functionalities.

Co-responsibility for results: The share of fixed price/outcome-based projects is relatively high and shows co-responsibility of Hexaware for the results of the respective projects.

Caution

Hexaware should further expand its industry expertise by developing more predefined solutions for other key industries such as consumer goods or manufacturing.

The portfolio would benefit from the development of functional accelerators for use across industries.