



“Hexaware leads with its proprietary tools, accelerators and industry-focused templates.”

Tarun Vaid

# Hexaware

## Overview

Hexaware specializes in providing SAP S/4HANA and S/4HANA Cloud digital transformation services comprising covering cloud adoption, system simplification and portfolio rationalization. The company leverages its TRIADIC platform that offers accelerators for process mining tools, S/4 assessments, cloud and data migrations, integrations, code refactoring and automation testing for the midmarket. This client segment contributes more than 65 percent toward the company's SAP S/4HANA revenue.

## Strengths

**TRIADIC + Platform:** Hexaware's TRIADIC+ platform evaluates the client environment from three dimensions, namely business model, landscape complexity and cloud appetite. It gives enterprises a choice between a single-step or multi-step approach to an S/4HANA transformation. It helps clients in their S/4HANA digital transformation by analyzing their model and landscape complexity and guiding them on an optimal path.

**Implementation approach:** To implement S/4HANA implementation for midmarket clients with a less complex IT landscape, Hexaware

suggests vanilla public cloud implementations of S/4HANA. For large enterprises, it leverages the TRIADIC+ platform in a phased approach, starting from low-risk migrating model to business transformation with SAP BTP.

### **Progressive pricing model and strategy:**

Hexaware continues to aggressively target the midmarket segment in the U.S. by offering an outcome-based pricing model to more than 30 percent of its clients. For a particular client, it normalized the capital costs incurred during transformation over a five-year period by converting capital expenses to operating expenses.

## Caution

In the U.S., Hexaware should focus on expanding its local resource pool of SAP certified consultants and client base to gain an edge over other Leaders in in this segment.