



“With impressive capabilities in automation and citizen development and a significant track record of delivery for large enterprises, Hexaware is a growing force in Power Platform services in the UK.”

Mark Purdy

Hexaware

Overview

Hexaware is headquartered in Mumbai, India, and operates in more than 30 countries. It has more than 28,000 employees across 37 global offices. In FY21, the company generated \$971.2 million in revenue, with Financial Services as its largest segment. It is an Azure Expert MSP, with five specializations, including Low Code Application Development. It has Solutions Partner designations for Data & AI (Azure) and Digital & App Innovation (Azure). Hexaware has a significant and rapidly growing client base for its Power Platform services and solutions in the UK.

Strengths

Client traction: Hexaware has extensive experience implementing Power Platform solutions for leading enterprises in the UK. It helped a major UK water utility organisation move from a manual project tracking system to an automated system using Power Apps and Power Automate. There are dashboards and Power BI reports to provide additional business intelligence around project pipelines. The project improved process and compliance efficiency by 70 percent and generated 80 percent cost savings due to reduced licensing and maintenance costs. For a major accountancy firm, Hexaware created a solution in Canvas Power Apps to manage accountancy services and approval processes, with automation helping to improve turnaround times by 70 percent as compared with previous manual process.

Comprehensive offering: Power Platform is a fast-growing practice area for Hexaware. Its offerings include citizen application development, application modernization using Power Platform, RPA, Power BI services and Lotus Domino Apps to Power Apps Migration.

Pricing flexibility: Hexaware provides a range of commercial models, typically a fixed price model linked to business outcomes for new implementations and transaction pricing for established solutions. It also provides gainshare models depending on automation use cases, business requirements and customer preferences.

Caution

With a comprehensive offering in Power Platform, Hexaware should ramp up its marketing around its Power Platform capabilities and credentials in the UK, perhaps with further investment in thought leadership around citizen development and intelligent automation.