



"Hexaware's innovation and agility are helping the company grow its Azure MSP business faster than many competitors."

*Peter Crocker*

# Hexaware

## Overview

Hexaware is headquartered in Mumbai, India, and operates in over 30 countries. Hexaware's U.S. headquarters are located in Iselin, New Jersey. 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. Hexaware has 3,500 FTE dedicated to its U.S. Azure MSP practice. The U.S. makes up 54% of Hexaware's Microsoft revenues and 57% of available FTEs.

## Strengths

**Investment focused on Microsoft capabilities:** Hexaware is laser-focused on advancing its Microsoft services, and the company's results on behalf of its customers have borne that out. Hexaware expects its Microsoft Partners program to generate half the company's demand. In 2022, the company's Azure consumption revenue (ACR) grew by almost 500 percent.

### **Application and data modernization:**

The focus on automation and the capabilities built into Hexaware's migration platform enable the company to deliver quicker, better and cheaper Azure implementation services than many competitors. As the importance of data grows in the marketplace, Hexaware is increasing its focus on data and data warehouse modernization and migration to Azure.

**Agile solutions:** Hexaware focuses on maintaining a culture of agility and innovation. Although the company generates almost \$1 billion in revenues, it still considers itself a startup. Its commitment to innovation, agility and urgency leads to better customer outcomes. The company's ability to quickly bring in-demand services, such as database migration, contact center transformation and intelligent automation, to market is an example of the firm's agility.

## Caution

While Hexaware excels in innovation and agility, it is at a disadvantage regarding scale. Large complex organizations that require significant resources for their projects may consider larger firms with a significantly larger pool of consultants.