



“Hexaware’s agility is a significant asset in the Power Platform market, and its ability to empower organizations in modernizing applications addresses critical needs.”

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 310 FTEs serving 77 clients in its U.S. Power Platform practice. The U.S. makes up 54% of Hexaware’s Microsoft revenues and 57% of available FTEs.

Strengths

Willingness to put skin in the game:

Hexaware’s policy to provide outcome-based pricing and guaranteed benefits gives it an advantage over its competitors and better client outcomes.

Microsoft expertise: Hexaware focuses on advancing its Microsoft services, and the company’s results on behalf of its customers have borne that out. The company has 300-plus Power Platform consultants and advanced specializations in low-code development.

Legacy application modernization:

Hexaware leverages Power Platform to modernize legacy applications through rapid prototyping, transforming legacy business apps, data transformations and migrations.

The company has also developed new IPs for Domino and Lotus Notes migration to Power Platform. With support for Domino and Lotus Notes technology being discontinued, Hexaware is in an excellent position to meet the demand to migrate to new platforms.

Self-service offerings: Hexaware provides industry-focused offerings that are prepackaged and self-service, enabling clients to access them independently.

Caution

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