

Hexaware



“Hexaware, despite being one of the smaller providers evaluated in this study, possesses an exceptional, innovative approach to both client outcomes and its Microsoft partnership.”

Bruce Guptill

Overview

Hexaware is headquartered in Mumbai, India. It has more than 28,500 employees across 54 offices in 19 countries. In FY22, the company generated \$1.2 billion in revenue, with Financial Services as its largest segment. Hexaware’s Azure Cloud Management Service revolves around three core principles — implementing hyperautomation, promoting unified ownership and prioritizing operational efficiency and standardization in cloud management. Hexaware has 310 FTEs serving 77 clients in its U.S. Power Platform practice. The U.S. accounts for 54 percent of Hexaware’s Microsoft revenues and 57 percent of available FTEs. U.S.-based private equity firm Carlyle Group owns Hexaware.

Strengths

Microsoft relationships and expertise:

Hexaware boasts over 300 Power Platform consultants specializing in advanced low-code development. The company prioritizes innovation with Microsoft, delivering business enhancements. Its growth, valuation and results affirm a commitment to enhancing customer outcomes through collaborative solutions and services developed in partnership with Microsoft.

Self-service and gainsharing: Hexaware provides industry-focused offerings that are prepackaged and self-service, enabling clients to access them independently. Hexaware’s regular inclusion of outcome-based pricing with guaranteed outcomes for client operations or business gives it an advantage over its competitors.

Legacy modernization superiority:

Hexaware leverages Power Platform to modernize legacy applications through rapid prototyping, transforming legacy business apps, data transformations and migrations. The company has also developed a significant new IP for Domino and Lotus Notes migration to Power Platform. With discontinuing support for Domino and Lotus Notes technology, Hexaware is in an excellent position to meet the demand to migrate to new platforms.

Caution

While Hexaware excels in innovation and agility, it faces challenges in terms of scale. Large, complex organizations that require considerable resources for their projects may consider providers with a broader scope of capabilities more suitable for their needs.