



“Hexaware is a leader in assisting enterprises throughout their complete S/4HANA transformation journey with its proprietary platform, Amaze®, which incorporates prebuilt solutions and accelerators.”

Vartika Rai

Hexaware

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 provides SAP S/4HANA transformation through its Amaze® platform that leverages best practices of SAP Activate. The platform has inbuilt solutions aiding each stage of the customer’s cloud migration journey. Hexaware is an authorized PartnerEdge Sell partner for North America, providing licenses and services in the region and focusing on the manufacturing, consumer, travel, transport and pharmaceutical industries.

Strengths

Platform-driven transformation approach: Hexaware’s proprietary ERP platform, Amaze®, helps enterprises identify the optimum path for S/4HANA transformation and tailor it to their size and complexity. The platform offers integrated tools and solutions such as FITRITE for S/4HANA assessment, Shift EZ for system analysis, SAP Signavio for process mining and other tools for master data management, automated testing, data archival and migration.

Proprietary solution for M&As and divestitures: Hexaware provides an end-to-end automated platform for S/4HANA transformations related to mergers and acquisitions, divestitures and carve-outs. It builds custom templates to onboard new entities into a consolidated SAP system and

helps automate data extraction, profiling, assessment and load. A use case shows a 40 percent reduction in onboarding time for new entities.

Scaling transformation in the U.S.: As part of its strategic initiative, the company is scaling its resources in the U.S. It has experienced notable revenue growth and increase in FTEs and client acquisition, especially within the U.S. The company’s S/4HANA transformation growth is estimated to range between 20 percent to 25 percent.

Caution

Hexaware should focus on expanding its Grow with SAP portfolio in the U.S. to align with SAP’s go-to-market strategy for midmarket enterprises. Although Hexaware showcases complex completed projects in the U.S., it needs to increase its greenfield implementation engagements in the country.