

Companies covered in this issue

Accenture, TCS, Wipro, Intelenet, HCL, Mahindra Satyam BPO, Zensar, Mindtree, Capgemini, Aditya Birla Minacs, Patni, Cognizant, Rolta, NIIT Technologies, Infosys, Syntel,

Deals

Hong Kong Housing Authority Selects Accenture to Design, Deploy and Maintain New Enterprise Resource Management System

The Hong Kong Housing Authority has awarded Accenture an eight-year, USD\$30 million contract to design, develop and maintain a new enterprise resource management (ERP) system for the agency. The new system will replace more than 20 legacy systems and is designed to improve the efficiency of the Authority's processes for financial management, procurement and works management.

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Inter-connected Stock Exchange of India Ltd. (ISE) selects TCS BaNCS for integrated Trading, Clearing and Surveillance platform

The TCS BaNCS Market Infrastructure suite will be implemented to revive ISE operations for the equity cash segment in the first phase, with the possibility of supporting the Derivatives segment in the future.

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Wipro-TVS & Sons sign 10-year Total Outsourcing contract

IT major, Wipro Ltd, and leading automobile and parts distribution specialist, TVS & Sons, today announced that they have signed a 10-year Total Outsourcing contract.

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Intelenet bags UID call centre deal; outbids Wipro, Genpact

Back office firm Intelenet Global Services has outbid bigger rivals such as Genpact and Wipro BPO to win the tender for providing outsourced call centre services for the prestigious Unique Identification Authority of India (UIDAI) project.

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SGX signs IT infrastructure agreement with HCL Technologies

Singapore Exchange (SGX) and HCL Technologies (HCL), a leading global IT services provider, have signed a five-year IT infrastructure outsourcing agreement worth S\$110 million.

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Mahindra Satyam BPO secures five-year contract with GlaxoSmithKline

Mahindra Satyam BPO has renewed its existing contract with GlaxoSmithKline, a leading pharmaceutical and healthcare company. Mahindra Satyam BPO currently provides high end artwork and design services to the pharmaceutical company.

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Accenture Is Awarded Henkel Application Outsourcing Contract in North America

Accenture will deliver application management services to Henkel, a Fortune Global 500 company that markets well-known brands such as Dial® soap, Purex® laundry detergent, Loctite® adhesives and got2b® styling products.

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Zensar Technologies selected by activision publishing

Zensar Technologies has been selected by Activision Publishing, Inc. as a service delivery partner for their global application development and support services.

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MindTree awarded the first IT deal from Aadhaar

MindTree Limited has secured the application development and maintenance services contract of the Nandan Nilekani-headed Unique Identification (UID) project, renamed as 'Aadhaar'.

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Accenture and Asprea Sign Seven-Year Application and Infrastructure Outsourcing Agreement

Accenture has signed a seven-year agreement with Aviva's property claims repair service, Asprea, to provide application and infrastructure outsourcing services for its buildings claims division in UK.

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Capgemini Extends Contract Agreement with Hydro One for IT Outsourcing (ITO) and BPO Services

Capgemini has signed a €500 million contract extension to 2015 with Hydro One Networks Inc., a large North American transmission and distribution electric utility.

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M&A, JV & Partnerships

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Mergers & Acquisitions JV / Partnerships

Aditya Birla Minacs acquires US based Bureau of Collection Recovery

Aditya Birla Minacs acquired (through its US subsidiary) US-based Bureau of Collections Recovery (BCR), a leading accounts receivables management company.

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Japan's JR Kyushu and Patni sign JV pact

The JV is aimed at providing high quality, cost effective IT and product engineering services to the Japanese enterprise market.

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Cognizant Acquires Paris-Based Galileo Performance, an Information Technology Testing Consultancy

Galileo helps leading companies in France optimize and extend business performance through IT system measurement, management and testing. Galileo will expand and complement Cognizant's fast-growing global testing practice.

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Mahindra Satyam BPO announces Partnership with Direct Channel Holdings (Pty) Ltd.

Mahindra Satyam BPO had entered into a partnership with Direct Channel Holding Ltd., one of Africa's leading contact centre and BPO companies.

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Capgemini Completes Acquisition of Strategic Systems Solutions

Capgemini, completes the acquisition of Strategic Systems Solutions (SSS), a global IT services and business process outsourcing firm (BPO) focused on the financial services industry.

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News & Events

NIIT Technologies and Hitachi Asia unveils first phase of Cloud Computing Services

NIIT Technologies Limited and Hitachi Asia (Thailand) Co. Ltd., a leading IT services company with over 50 years of experience in Japanese market have jointly launched a high-reliability Cloud Computing Service, leveraging their respective expertise in Data Center management.

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Accenture Added to S&P Total Market Index

Accenture has been added to Standard & Poor's Total Market Index.

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Wipro Technologies launches "Wipro Hospitality Management System (WHMS)

Unique integrated hospitality management solution to address Customer Solutions in the Hospitality and Leisure Markets.

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Rolta acquires geo-imaging licenses from PCI Geomatics

Rolta, which offers geo-spatial and IT solutions, has acquired geo-imaging technology used in earth imaging, remote sensing and related geopositioning solutions from Canada-based PCI Geomatics Enterprises.

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HCL Technologies announces Enhanced focus on IT Infrastructure Services in Brazil

HCL announced plans to expand its infrastructure footprint in the region by setting up a multilingual service desk facility to support its global and local customers in Rio Grande do Sul.

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Wipro's Identity Management Solution wins KuppingerCole Best Innovation Award

Wipro Identity Access Management (IAM) Solution IDAM-in-a-Rack has been honored with the 'Best Innovation Award in Identity Access Management Category' by the analyst group KuppingerCole.

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NAB and Infosys Win Australasian Shared Services Excellence Award for Best New Services Delivery

The award recognizes the ongoing collaboration between NAB's People Services Group and Infosys, which delivers key HR and Payroll support services to 30,000 bank employees in Australia.

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Syntel Named a Leader in Healthcare IT Services

Syntel, Inc. has been ranked #58 on the 2010 "Healthcare Informatics 100," a list of the 100 leading global healthcare IT providers.

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Analysis / Reports

Technology Buyer Insight Study: How Executives Differentiate Among Their Suppliers

The Report shows how executives Sort Vendors based on potential outcomes, Not Capabilities.

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FAO Supplier Profile Compendium - Comprehensive Look at 21 Established FAO Providers

The Report provides comprehensive, and fact-based snapshots of 21 suppliers in the multi-process FAO market.

[Read More...](#)

Offshore Locations: Buyers' Perceptions and Plans for 2011-2012

The white paper focused on understanding the current location footprint, expansion plans, and perceptions of risk in offshore locations. It summarizes how buyers are thinking about their expansion plans, specifically with respect to scale and locations. It also explores typical location risk perceptions of buyer organizations.

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About Sourcing Gurus

We are an India-based, boutique Advisory firm offering end to end consulting for IT, BPO and Infrastructure Outsourcing initiatives. We bring insight, objectivity and local knowledge to enhance results for successful outsourcing initiatives. Sourcing Gurus supports Organizations through the complex layers of decisions and engagements with Vendors, helping to put their plans into action and deliver results.

Sourcing Gurus also provides companies with the processes, tools and technology necessary to build world-class vendor management capabilities through our Relationship Management Scorecard Tool.

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