



HFS Hot Vendor: Aspire Systems

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Introduction

The HFS Hot Vendors are an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice or HFS OneEcosystem. HFS analysts speak with numerous exciting startups and emerging players.

We designate a select group as HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice and/or OneEcosystem Frameworks. The HFS Hot Vendors may not (at the time of writing) have the scale and size to be featured in our Top 10 reports, but they have the vision and strategy to impact and disrupt the market.

Author: Ollie O'Donoghue

Technology underpins every aspect of the modern business, which means it's now more important than ever for enterprises to find collaborative partners that can bring the brains and brawn needed to get the most out of technology. Recent HFS research highlights the continuing investment from enterprise leaders in technology, from next-generation change agents such as AI and blockchain to core business enablers such as infrastructure and business applications. As all enterprises rush to implement the same technologies and embed innovation into their business, the rush for high-quality talent and experience intensifies—creating both challenges and opportunities for service providers. This prospect is not lost on Hot Vendor Aspire Systems, which reports considerable growth over the past five years as it focuses on acting as a trusted technology partner for its growing customer pool.

Aspire Systems, founded over two decades ago, has thrived in a market where executives seek partners to help them push the innovation envelope.

The firm's background as a software house provides it with a unique perspective and approach to the high-value IT services the firm provides across product engineering, enterprise solutions, independent testing services, and IT infrastructure support services, which the firm delivers through an extensive global delivery model bringing over 3,000 talented professionals to engagements.

For clients, Aspire Systems stands out for a plethora of reasons—largely the high level of staff satisfaction that helps to keep attrition at industry lows, with some clients on multi-year engagements saying they haven't seen any attrition at all. The emphasis on employee experience from Aspire Systems is further reflected in its recognition by the Great Place Work Institute as India's 100 Best companies to work for over 11 consecutive years. Clients also laud the firm's capacity to bring deep domain experience and technology expertise to engagements while balancing costs through its offshore model—a critical differentiator for clients as they look to drive more business value out of technology investments.

HFS' take

It's never been more vital for executives to find the right technology partners to help them drive more value from investments. The need for the right partner is particularly important in "core IT" areas where enterprises need to mature infrastructure swiftly to build

better foundations for digital technologies and rapidly shifting business models. It's no surprise, then, to see Aspire Systems recognized by clients as a vital partner. Many testify to the firm's ability to think differently about

technology solutions and bring new ideas and innovations to engagements. In a complex and rapidly changing market, Aspire Systems has proven its ability to deliver real business value to its clients by leveraging a global delivery model that carefully balances costs with the quality needs of clients.

The firm's growth in a highly competitive market, which has come under increasing strain from wary executives, is

a testament to its ability to partner with clients on long-term transformative engagements. Clients highlight the firm's background and extensive experience as an unique differentiator. It helps the firm cater to the specific needs of ISVs with both the unique lens of a firm that originated in the space and its sustained domain expertise in banking and financial services, retail, distribution, and consumer products.

Vendor factsheet

- Founded in 1996
- Privately held
- Founded by Gowri Shankar Subramanian, Shankar Krishnamoorthy, and Bhoovarahan Thirumalai
- Over 1,000 solution releases
- Over 150+ clients, including Apple, Pearson, Davinci and others
- Recognized 11 consecutive times as "Best Place to Work for" by GPW Institute
- Domain focus among Software & Hi-Tech, Retail, Banking and Financial Services, and Insurance
- Aspire Systems leverages a global delivery model that includes
 - Delivery Hub: USA, Singapore, Poland, and Mexico
 - Headquarters: Singapore, USA, and India
- Global presence: Mexico, the USA, the UK, the Netherlands, Poland, the Middle East, India, and Singapore

Solution portfolio

Aspire's solution portfolio includes Software Engineering, Enterprise Application Services, Independent Testing Services, Oracle Application Services, Temenos Implementations, Cloud Migration Services, DevOps Implementations, Infrastructure & Application support, Data Analytics and Digital Commerce Services.

Industry coverage

Software & Hi-Tech, Retail, Banking & Financial Services, and Insurance

Partnerships

Key partnerships include Microsoft, Automation Anywhere, Microstrategy, Salesforce, EpiServer, Information Builders, WSO2, Sauce Labs, Amazon Web Services, Oracle, Dell Boomi, ServiceNow, Temenos, Hortonworks, JDA, and Xamarin



About HFS

Insight. Inspiration. Impact.

HFS is a unique analyst organization that combines deep visionary expertise with rapid demand side analysis of the Global 2000. Its outlook for the future is admired across the global technology and business operations industries.

Its analysts are respected for their no-nonsense insights based on demand side data and engagements with industry practitioners.

HFS Research introduced the world to terms such as “RPA” (Robotic Process Automation) in 2012 and more recently, the HFS OneOffice™. The HFS mission is to provide visionary insight into the major innovations impacting business operations such as Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

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