SINGAPORE, September 24, 2020 – According to the IDC MarketScape: Asia/Pacific SAP Implementation Services Vendor Assessment, 2020, Accenture, Capgemini, Deloitte, EY, Infosys, NTT DATA, and PwC are identified (in alphabetical order) as “Leaders” among the SAP implementation partner ecosystem in Asia/Pacific. This pack of 'Leaders' is closely followed by "Major Players" in the market namely (in alphabetical order) ABeam, Cognizant, DXC, Fujitsu, HCL, NEC, Samsung SDS, Tech Mahindra, and Wipro.

The Asia/Pacific region is witnessing a significant shift in the SAP implementation services ecosystem with growing IT complexities and ongoing business disruptions. Beyond just pure technology implementation, SAP's service partner ecosystem plays a pivotal role in helping enterprise customers reduce the complexity in implementing and migrating to the next generation of SAP solutions – creating comprehensive roadmaps for implementations, streamlining internal business processes, managing internal and external stakeholder expectations, crafting new strategies to minimize disruption to critical business operations, and ensuring the SAP implementation stays within budget and time. Additionally, enterprise customers bank on the in-depth expertise of their implementation partners to unlock business outcomes from their SAP investments and prepare them to capitalize new opportunities from SAP's growing digital ecosystem.

As the competition for market share in the SAP implementation services market continues to heat up, implementation partners are driving differentiation by tying SAP implementation to digital aspirations of the enterprise – leveraging industry expertise to enable core business transformation, running joint initiatives with SAP
and hyperscalers to access new innovations, investing in technical talent and migration accelerators, and introducing new engagement models.

"Enterprise buyers in Asia/Pacific are approaching S/4 HANA implementations as not just a technical upgrade exercise, but as an opportunity to reinvent core business processes. Consequently, implementation partners in Asia/Pacific have positioned S/4 HANA led business transformations as a key pillar in their go to market strategy for SAP services. Moving forward, success of an implementation partner in Asia/Pacific will be dictated by how the vendor is able to leverage the core capabilities to provide high degree of localized services, accelerate time to market, and drive down cost of implementations," says Rijo George Thomas, Senior Market Analyst for Software and Services at IDC Asia/Pacific.

This IDC MarketScape employs an extremely detailed assessment framework that evaluates vendors on their current ability to support customers with end-to-end SAP implementation services, and how well placed they are to grow the adoption of SAP solutions with their sound growth strategy in Asia/Pacific. This report is a result of a detailed vendor assessment assessment across 20 different elements across a range of criteria.
-information gathered from vendor responses to IDC’s request for information (RFI) questionnaire, vendor briefings and sharing sessions, customer references, and IDC’s internal research. This study provides pertinent guidance for enterprise buyers in Asia/Pacific planning to embark on an SAP implementation journey and identifies the key elements of differentiation brought by 16 SAP implementation partners that maximizes the value of customer’s investments.

IDC’s Asia/Pacific Services Opportunities in the Digital Economy: Transformation and Acceleration service offers timely and responsive market analysis and competitive coverage of the IT and business services markets in Asia/Pacific. Developed in the perspective of demands from both the supply and the demand side of the market, this research program provides customers with in-depth analysis on buying behavior, market trends and forecasts, and competitive activities across the Asia/Pacific services markets. The program is designed to aggregate research across multiple coverage areas – including consulting services, implementation services, managed/outourcing services (including cloud based), business process outsourcing, support and training services, and to provide a comprehensive and an opinionated analysis to tech buyers and providers. To learn more, contact
Cathy Huang at chuang@idc.com or click HERE.

For more information on this IDC MarketScape document, please contact Rijo Thomas at rgthomas@idc.com. For media inquiries, please contact Theresa Rago at trago@idc.com or Alvin Afuang at aafuang@idc.com.

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About IDC MarketScape

IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of IT, telecommunications, or industry-specific suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor’s position within a given market. IDC MarketScape provides a clear framework in which the product and service offerings, capabilities and strategies, and current and future market success factors of IT, telecommunications, or industry-specific vendors can be meaningfully compared. The framework also provides technology buyers with a transparent foundation to allow companies to independently compare the strengths and weaknesses of current and prospective vendors.
For more information about IDC MarketScape, please contact Karen Moser at kmoser@idc.com.

About IDC

International Data Corporation (IDC) is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology markets. With more than 1,100 analysts worldwide, IDC offers global, regional, and local expertise on technology and industry opportunities and trends in over 110 countries. IDC’s analysis and insight helps IT professionals, business executives, and the investment community to make fact-based technology decisions and to achieve their key business objectives. Founded in 1964, IDC is a wholly-owned subsidiary of International Data Group (IDG), the world’s leading tech media, data and marketing services company. To learn more about IDC, please visit www.idc.com. Follow IDC on Twitter at @IDC and LinkedIn. Subscribe to the IDC Blog for industry news and insights: http://bit.ly/IDCBlog_Subscribe.

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