



The HFS Hot Vendors Q3 2019

Excerpt for Intetics

September 2019

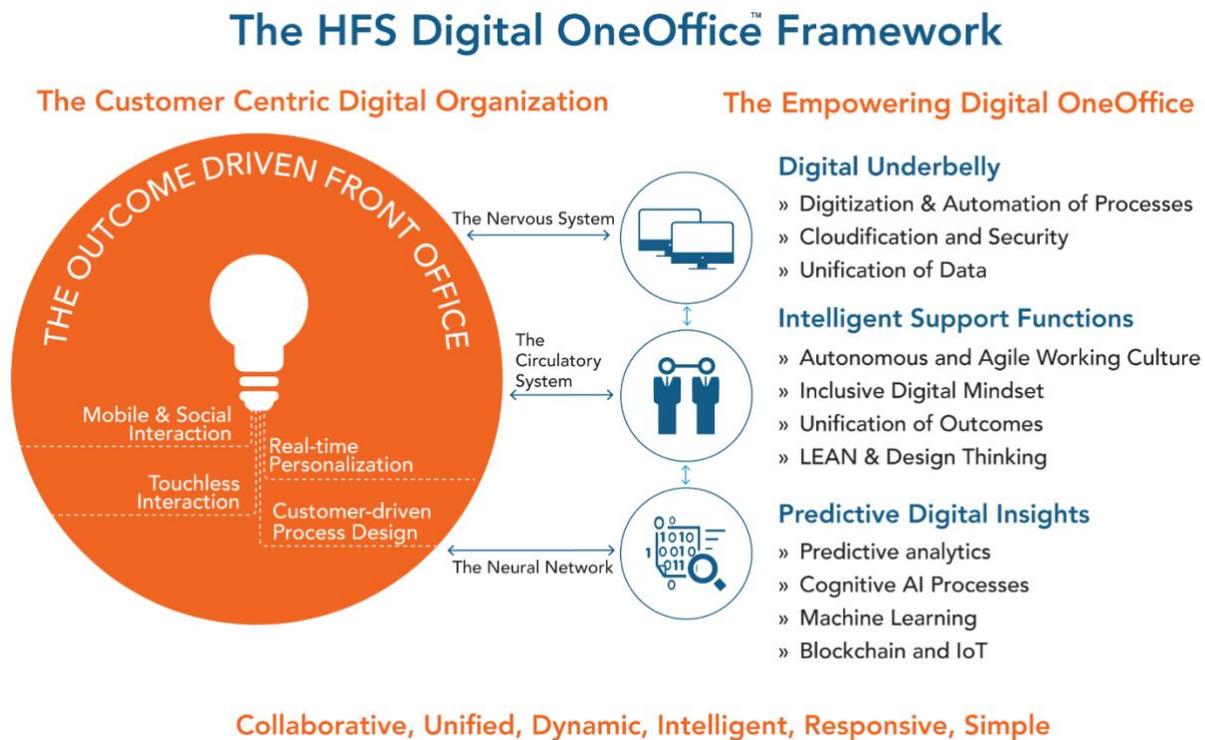
Ollie O'Donoghue, Research Vice President; Elena Christopher, Research Vice President; Reetika Fleming, Research Vice President; Josh Matthews, Research Analyst

Defining Future Business Operations

© 2019, HFS Research Ltd. | www.HFSresearch.com | @HFSResearch

The **HFS Hot Vendors** are an exclusive group of emerging players with a differentiated value proposition for the Digital **OneOffice™** (Exhibit 1). HFS analysts speak with numerous exciting startups and emerging players. We designate a select group as the HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice Framework. The HFS Hot Vendors may not have the scale and size to be featured in our Blueprint reports, but they have the vision and strategy to impact and disrupt the market.

Exhibit 1: The HFS Digital OneOffice Framework



In the rapidly changing space of digital operations, enterprises realize they cannot be everything to everyone. Whether you are an enterprise consuming third-party services, a service provider, or a technology provider, you will need a smart ecosystem to succeed and survive the future. HFS Hot Vendors are service and technology providers hand-picked by our analysts to help you flesh out your smart ecosystem with offerings that solve today's complex business problems and exploit market opportunities. In this increasingly "me too" world, HFS Hot Vendors display truly differentiated offerings and out-of-the-box thinking that can be both inspiring and useful.

In this report, we profile six short-listed players (Exhibit 2) that we have designated as HFS Hot Vendors based on our rigorous five-step assessment during Q3 2019. The HFS Hot Vendor designation for the following players will remain in place until the end of Q3 2020 (one year) when we repeat the process for renewing the HFS Hot Vendors designation.

Exhibit 2: HFS Hot Vendors Q3 2019 Edition (in alphabetical order)

Note: The HFS Hot Vendor Designation is valid for one year from Q3 2019 to Q3 2020

	<p>Alegion Helping the Fortune 1000 orchestrate complex ML data labeling</p>
	<p>Cicero Gearing up to become the front-office process-mining expert</p>
	<p>Clear Software Combining intuitive user interfaces with API-led automation to improve user productivity and return on enterprise application investment</p>
	<p>Intetics Architecting innovative solutions to tackle core business challenges</p>
	<p>Machina Automation Bringing the power of robotic process automation to the energy sector</p>
	<p>Xage Security Tamper-proofing new and legacy IoT with blockchain</p>



Intetics: Architecting innovative solutions to tackle core business challenges

Author: Ollie O'Donoghue (bio)

Leveraging software and business applications has become the core battleground of competitive differentiation for modern enterprises. As even enterprises with a century-long heritage look to reinvent themselves as technology businesses, and digital-natives strive to evolve capability to keep their edge. To this end, Application services, and technology services more broadly, are increasingly in high demand. Catering to this market is Intetics, a firm with a long and interesting history in the space, coupled with ambitious plans for growth.

Intetics Inc. is established in 1995 in Minsk. The name Intetics is an amalgam of the words "Internet, Technology and Ethics". Within two years, the firm moved its headquarters to Prague, Czech Republic. Intetics began as one of the first professional web development companies in Eastern Europe and by 2000 the company picked up multiple web awards for advanced web design and development. During 2003 the company grew organically to 80 people, moved to the USA and expanded into broader IT Services. Intetics pioneered the model of the "Offshore Dedicated Team®". The firm is now headquartered in Naples, Florida. And after opening its latest delivery center in Lviv, Ukraine has scaled up to over 700 people.

Intetics continues to invest in talent and bringing in fresh capability – including building centres of excellence around emerging technologies such as AI, RPA, IoT and Blockchain. To support this expansion, the firm is also working to build out partnerships with key vendors and associations. Candidly, clients advised it is this commitment to innovation and tackling business challenges they value the most. This has enabled Intetics to build collaborative partnerships with its clients by becoming their tech partner of choice.

HFS' take

The IT Services market is competitive to say the least, even more so in the application development and management space. In the past, success in the market has been about sheer scale – the ability to staff a bench of talent capable of fulfilling the full spectrum of business needs. But as the technology market has become more complex, and enterprises look outside of the usual suspects for innovation, smaller, agile and more nimble firms are reaping the rewards. Intetics is one such firm, with a strong track-record of delivery over decades, the firm has proved its commitment to investing in core capabilities that clients crave. The firm's centers in Eastern Europe leverage one of the most highly prized regions for technical talent – helping the firm bring in the brains and brawn to satisfy insatiable appetites for innovative solutions.

Intetics offers an expansive range of services, including TETRA, a framework designed to iteratively drive down technical debt. According to clients, the firm is always looking to develop and evolve services to meet the changing needs of the enterprise technology market. A commitment which has fostered long-term partnerships with many major enterprises.

Vendor factsheet

- The company is privately owned; it was founded in 1995 by Boris Kontsevoi
- Intetics served over 400 clients across a broad range of industries – key clients include T-Mobile, Ladbrokes, Dice, and Ikea
- The firm’s headquarters are in Naples, Florida.
- The firm has a large portfolio of services and solutions including; Predictive Software Engineering, Business Application Development, Application Migration and Legacy Modernization, Remote In-Sourcing®, Software Testing & QA, and TETRA: Technical Debt Reduction

Industry coverage

Key verticals Intetics caters to include, Healthcare, Retail, E-learning & Education, IoT, RPA, FSI, Manufacturing, Telecom, Automotive & Logistics

Solution portfolio

Intetics has a broad solution portfolio including; Predictive Software Engineering, Business Application Development, Mobile App Development, Full-Stack Web Development, Big Data & Business Intelligence Development, Application Migration and Legacy Modernization Services, Cloud and DevOps, Software Testing & QA, Remote In-Sourcing®, Offshore Dedicated Teams®, Centers of Excellence, TETRA: Technical Debt Reduction, Intelligent Automation, Geospatial Solutions

Partnerships

Intetics has a broad partnership network partners including; IAOP, Global Sourcing Association, Amazon Web Services, Microsoft, UiPath

Locations including headquarters and delivery hubs

Headquarters – Naples, FL (United States); Representative Offices – Chicago, Dallas (United States), London (UK); Branch Office – Dusseldorf (Germany); Development Centers – Minsk (Belarus), Kyiv, Kharkiv, Lviv (Ukraine), Krakow (Poland).

HFS Research authors



Elena Christopher | Research VP, HFS Research

Elena Christopher is Research Vice President, Industry Research and Robotic Process Automation (RPA) at HFS. Elena is responsible for driving the industry-specific research agenda for HFS, digging into the major trends impacting each in-scope industry and the implications for business process and IT services.



Josh Matthews | Research Analyst, HFS Research

Josh Matthews is an Research Analyst at HFS Research, based in Cambridge following a Master's programme covering Engineering Management at Cambridge University's Institute for Manufacturing (IfM).



Reetika Fleming | Research VP, HFS Research

Reetika Fleming is Research Director, Insurance & Smart Analytics at HFS Research. Her research extends into defining future business operations for property and casualty, life, and annuities and reinsurance companies. She studies the broad use of data and analytics within enterprises, with a new research focus on machine learning and AI techniques to improve business decision making.



Ollie O'Donoghue | Research VP, HFS Research

Ollie O'Donoghue is Research Director, IT Services. With over ten years' experience in the IT services industry—as both a practitioner and a research analyst—Ollie understands the impact IT services have in the modern business environment.

About HFS Research: Defining future business operations

The HFS mission is to provide visionary insight into major innovations impacting business operations, including: automation, artificial intelligence, blockchain, Internet of things, digital business models, and smart analytics.

HFS defines and visualizes the future of business operations across key industries with our Digital OneOffice™ Framework.

HFS influences the strategies of enterprise customers to help them develop OneOffice backbones to be competitive and to partner with capable services providers, technology suppliers, and third-party advisors.

Read more about HFS and our initiatives on www.HFSresearch.com or follow @HFSResearch.

 HFS Research