

# Hexaware



“Hexaware brings an AI-first, agentic approach to clinical development, combining automation, data intelligence and execution focus to shorten study timelines and deliver measurable impact across the trial lifecycle.”

*Rohan Sinha*

## Overview

Hexaware is headquartered in Mumbai, India. It has more than 31,500 employees across 28 countries. In FY24, the company generated \$1.4 billion in revenue. Hexaware’s go-to-market approach emphasizes optimizing and standardizing clinical processes within existing enterprise ecosystems rather than pursuing wholesale platform replacement. Its regional differentiation —enterprise-scale transformation in North America, regulatory modernization in Europe and cost-efficient execution in APAC — provides practical clarity for organizations assessing geographic alignment and delivery model fit.

## Strengths

**AI-enabled market strategy:** Hexaware positions clinical development as the core pillar of its Molecule-to-Market strategy, embedding AI and agentic orchestration as foundational elements. The focus on cycle time reduction, faster submissions and improved data quality gives the strategy a pragmatic, execution-oriented character and sharper clinical differentiation.

### **Proprietary data and agentic IP:**

Hexaware’s Clinical Data Automation as a Service (CDAAA) platform delivers end-to-end capabilities across ingestion, harmonization, validation, analytics and submission readiness. Its EDC-agnostic design and support for standardized clinical models enable scalability across diverse environments. The company’s AgentVerse

platform further unifies feasibility, data management and medical writing workflows through agent-based automation.

**Production-grade AI deployment:** Hexaware emphasizes production-ready agentic AI embedded within EDC, feasibility and data workflows. The focus on measurable gains, such as faster study builds and feasibility cycles, reflects operational maturity and positions the firm for near-term, quantifiable clinical impact.

## Caution

Hexaware’s focused clinical development positioning provides clarity and depth; however, in large enterprise pursuits where brand scale and cross-functional breadth are key evaluation criteria, it may benefit from further amplifying its broader life sciences capabilities to enhance competitive visibility.