

# **IBM GBS IoT Services**

**Vendor Assessment  
Report Abstract**

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**By Dominique Raviart  
IT Services  
Practice Leader  
NelsonHall**

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**[research.nelson-hall.com](http://research.nelson-hall.com)**





## Who Is This Vendor Assessment For?

NelsonHall's IoT Services vendor assessment for IBM Global Business Services (GBS) is a comprehensive assessment of GBS' IoT service offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for IoT services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IoT sector.

## Key Findings & Highlights

Consistently with IBM on a corporate level, GBS is aligning its service portfolio and capabilities towards two main initiatives: strategic imperatives (cognitive computing, analytics, mobile, security, social) and cloud computing.

Within its digital business service line, GBS has grouped its capabilities around cognitive, analytics, IX, and IoT services. The IoT service line is a full horizontal service line within the digital service line: it has its own P&L and delivery organization. It coordinates with a center of competency (CoC) and, on the IBM software product side, with the Watson IoT, IBM Analytics, and Bluemix organizations.

The value proposition of GBS is to:

- Provide consulting services
- Deliver systems integration services for Watson IoT, including what IBM calls a digital factory (referring to the full product lifecycle from design to prototyping, PoC and pilot)
- Create accelerators and assets complementing the Watson IoT software products
- Develop industry-specific use cases
- Provide IoT based managed services
- Feedback new functional requirements to the Watson IoT teams.

## Scope of the Report

The report provides a comprehensive and objective analysis of GBS' IoT service offerings, capabilities, and market and financial strength, including:

- Analysis of the company's offerings and key service components, accelerators, and "platforms"
- Revenue estimates
- Identification of the company's strategy, emphasis and new developments
- Analysis of the profile of the company's customer base including the company's targeting strategy
- Analysis of the company's strengths, weaknesses and outlook.



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## Report Length

Six pages

## Report Author

Dominique Raviart

[dominique.raviart@nelson-hall.com](mailto:dominique.raviart@nelson-hall.com)