NelsonHall
Success through insight

L&T Infotech
IoT Services

Vendor Assessment
Report Abstract

February 2017

By Dominique Raviart

IT Services

Practice Leader

NelsonHall

Seven pages

research.nelson-hall.com

Who Is This Vendor Assessment For?

NelsonHall's IoT services vendor assessment for L&T Infotech is a comprehensive assessment of L&T Infotech's IoT services 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

In FY15, LTI set up a digital business which includes SMAC, big data (analytics and information management), IoT, enterprise integration, mobility, and cognitive computing. The business is sizeable: the Digital unit has a headcount of 2,700 and accounted for 28% of LTI's revenues in Q3 FY17.

Within Digital, LTI initiated a change in FY16 by grouping together the IoT capabilities from its various vertical units (manufacturing, BFSI, media and entertainment, and high-tech manufacturing), leading to the creation of its IoT practice (IoTP). IoTP is a horizontal service line within LTI which has its own revenue target, P&L, manages the service portfolio and accelerators, and has its own delivery organization.

IoTP has a headcount of ~375 (including experts in the field of sensor integration, equipment, industry SMEs, IoT data, and IoT platform developers on Azure, Predix, Thingworx and AWS).

Scope of the Report

The report provides a comprehensive and objective analysis of L&T Infotech's IoT services 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.

February 2017

Contents

Report Length

Seven pages

Report Author

Dominique Raviart

dominique.raviart@nelson-hall.com