



Digital Manufacturing Services

LTTS

Report Abstract

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Who is This Vendor Assessment For?

NelsonHall's digital manufacturing services profile on LTTS is a comprehensive assessment of LTTS' offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of digital, industrial IoT, and industrial IT services
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IT services sector and examining growth areas within IT services.

Key Findings & Highlights

This NelsonHall vendor assessment analyzes LTTS's offerings and capabilities in digital manufacturing services.

LTTS has a historical focus on product engineering services. However, the company has developed manufacturing OT and IT service capabilities to the point where it now has approximately 2k engineers working on shopfloor automation contracts at any point in time.

LTTS has positioned its service portfolio to manufacturing firms, from product engineering services to digital manufacturing and after-market services. With the pandemic and WfH, LTTS has helped clients accelerate their digital projects and move from their PoCs to projects around remote operations and maintenance. The company has also worked with clients to source their supply chain more locally.

LTTS has had several priorities to fuel its growth. The company has relied on pursuing large deals, shifting its service portfolio to digital, and invested in IP to differentiate its portfolio.

LTTS has developed its service portfolio around digital, namely smart manufacturing, smart products, and smart operations. Smart manufacturing/industry 4.0 is relevant to this profile of LTTS' digital manufacturing capabilities. It includes:

- 3D factory, i.e., a digital twin with a focus on process modeling
- PLM services, combined with application services (ALM) and service lifecycle management services, also include:
 - mBOM, and software BOM, and engineering BOM
 - CAD
- Virtual manufacturing/throughput simulation
- Inventory optimization
- Part tracking
- Automation including robotics and computer vision for automated handling

- Machine connectivity
- MES implementation
- OT integration
- SAP ERP integration.

Scope of the Report

The report provides a comprehensive and objective analysis of LTTS' digital manufacturing service offerings and capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.

Digital Manufacturing Services Vendor Assessments also Available for:

- Accenture
- Atos
- Capgemini
- Cyient
- DXC
- IBM
- Infosys
- Samsung SDS
- Sopra Steria
- Tata Elxsi
- Tech Mahindra
- T-Systems
- Wipro.

About The Author

Dominique Raviart is the IT Services Practice Director at NelsonHall, with global responsibility for IT Services research programs.

Dominique covers IT Services research in the areas of Software Testing/QA, Big Data and Analytics Services, Salesforce services, and IoT Services. Dominique has been part of NelsonHall's IT Services analyst team since 2007, providing comprehensive and insightful coverage of IT services markets in the world. In particular, he is widely known for his extensive knowledge and coverage of software testing, having examined recently digital testing and DevOps/continuous testing. Dominique assists both buy-side and vendor organizations in assessing opportunities and supplier capability across IT service lines.

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About NelsonHall

NelsonHall is the leading global analyst firm dedicated to helping organizations understand the 'art of the possible' in digital operations transformation. With analysts in the U.S., U.K., and Continental Europe, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. And for vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall's research is based on rigorous, primary research, and is widely respected for the quality, depth and insight of its analysis.

We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at guy.saunders@nelson-hall.com

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