



L&T Technology Services Digital Manufacturing Services

**Vendor Assessment
Report Abstract**

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Who Is This Vendor Assessment For?

NelsonHall's Digital Manufacturing Services Assessment for L&T Technology Services (LTTS) is a comprehensive assessment of LTTS' digital manufacturing service offerings and capabilities designed for:

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

Key Findings & Highlights

L&T Technology Services is a 75% subsidiary of Indian conglomerate Larsen & Toubro (L&T), and a sister company of two IT service vendors: L&T Infotech/LTI (which is 75% owned by L&T) and Mindtree (which is 60% owned by L&T).

LTTS is headquartered in Vadodara, India and is the largest ER&D service vendor based in India by revenues. It is also one of the fastest-growing vendors among ER&D pure-plays and IT service vendors.

Because of its background as a subsidiary of L&T and its engineering focus, LTTS's client base is in the manufacturing sector: LTTS mostly has a client base in the manufacturing industry: transportation (in its broad sense, automotive, aerospace, and train) is its most significant sector (32% of FY19 revenues) and also a presence in industrial products (20%); process industry (14%) along with telecom and high-tech (20%) and medical devices (7%).

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



Scope of the Report

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

- Analysis of the company's offerings and key service components
- 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 and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.

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Report Length

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