



L&T Technology Services IoT Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's IoT Services Vendor Assessment for L&T Technology Services (LTTS) is a comprehensive assessment of LTTS' 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

L&T Technology Services (LTTS) is a subsidiary of Indian conglomerate Larsen & Tourbo and a sister company of L&T Infotech. It provides engineering and R&D services (ER&D), while L&T Infotech is primarily focused on IT services.

LTTS' legacy as a subsidiary of Larsen & Tourbo means it has vertical specialization in industries including transportation (e.g. automotive, commercial vehicles, off-highway, aerospace, and rail) and industrial products, as well as telecom and high tech (representing ~34%, ~27%, and 17%, respectively, of revenues in Q3 FY17).

LTTS' IoT service offering falls into its digital engineering service portfolio, which comprises:

- Smart products and services: embedded systems, platforms (e.g. UBIQWeise), and standalone services (e.g. industrial protocol implementation and certification, software product development, mobility and AR, and engineering analytics services)
- Smart manufacturing: integrated manufacturing and supply chain services; integrated asset management (including maintenance, material information management, asset management); Digital PLM; standalone services (intelligent industrial automation services); and IP (plant control mobility solutions/PCMS)
- Smart operations: e.g. remote monitoring and analytics services, with use cases including building energy management and warehouse operation optimization.

Scope of the Report

The report provides a comprehensive and objective analysis of LTTS' 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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