



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 engaged in aligning its services portfolio towards digital, namely around smart manufacturing, smart products, and smart operations. LTTS' CTO Office is the unit responsible for the development of the portfolio, IP, partnerships, training related to digital. IoT is one of the main offerings within digital.

The CTO office has 50 personnel working on IoT initiatives, from service portfolio management to creation of IP, and involvement in pre-sales and solutioning.

LTTS continues to address IoT business case needs through workshops and discussions with clients. The company is also acknowledging that it is seeing IoT programs moving out from the PoC phase to the pilot and implementation phase. This is guiding LTTS to develop further IoT "solutions" to complement its two main IP: UBIQWeise, an IoT platform, and iBEMS, a building management semi-packaged software.

Because of its background in ER&D services, LTTS is also commonly involved at the connected device stage, at several levels: chip design, embedded system development, mechanical engineering, and retrofitting of products and manufacturing equipment to make them communication-enabled or to identify where to deploy sensors on equipment/a vehicle. Finally, LTTS is also involved in analytics and cognitive/AI.

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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