



# Luxoft IoT Services

Vendor Assessment  
Report Abstract

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## Who Is This Vendor Assessment For?

NelsonHall's IoT services vendor assessment for Luxoft is a comprehensive assessment of Luxoft's 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

In October 2014, Luxoft acquired Radius, an IoT services consulting specialist based in Kirkland, WA (close to Seattle). Radius brought consulting capabilities and expertise around IoT including in IoT sensors and gateways, wearables and A/R devices, API management, cloud application development, as well as test automation and data simulation. Radius had ~50 clients in the retail, telecom, and agriculture verticals. It was a small firm, with a NelsonHall estimated headcount below 150, at the time of the acquisition.

Radius became integrated into Luxoft's IoT CoE, one of Luxoft's eight CoEs globally. Other CoEs are digital experience design, mobile, information security, cloud, DevOps, big data and analytics, and project management/agile.

Luxoft's IoT CoE has P&L responsibility and has several responsibilities, including:

- Technology and presales/consultative selling, including solutioning
- Accelerator and IP creation across industries
- Delivery: the IoT CoE has a core team of personnel involved in initiating IoT projects and organizing transition.

To date, Luxoft's IoT CoE has had a horizontal strategy, focusing on consulting and systems integration activities around Microsoft Azure, AWS, and GE Predix.

It is now selectively increasing its focus on accelerators and IP, expanding from its core smart retail, and smart spaces IP.

Luxoft has ~25 active IoT clients.

## Scope of the Report

The report provides a comprehensive and objective analysis of Luxoft's 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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## Report Length

Four pages

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