



# T-Systems IoT Services

Vendor Assessment  
Report Abstract

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## Who Is This Vendor Assessment For?

NelsonHall's IoT services vendor assessment for T-Systems is a comprehensive assessment of T-Systems' 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

Digital transformation is a strategic offering for T-Systems' parent Deutsche Telekom group. The company set up its Digital Division in 2015 with the intention of aggregating the experience and offerings from across its units and subsidiaries centrally. The aim was also to accelerate the development of its digital activities, into a smaller and more flexible unit. Currently, the Digital Division has a wide service portfolio, which includes IoT, cloud computing, and big data, across three verticals: automotive, healthcare, and energy. Digital Division is one of the main business units of T-Systems, along with Security Division (1.4k security experts) and the TC and IT Divisions. Digital Division has P&L responsibility and has some delivery capability (with a NelsonHall estimated headcount of ~2k).

IoT is also strategic for DTAG: Digital Division acts as a central point for IoT-related portfolio, sales, and delivery activities, grouping together capabilities found in Telekom Deutschland and in its national subsidiaries, called NatCos (connectivity services), in Detecon (consulting), and in other units including Systems Integration (a unit of the IT division, itself part of T-Systems).

## Scope of the Report

The report provides a comprehensive and objective analysis of T-Systems' 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

Six pages

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