



Virtusa

IoT in Digital Transformation

**Vendor Assessment
Report Abstract**

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Who Is This Vendor Assessment For?

NelsonHall's transformational IoT services vendor assessment for Virtusa is a comprehensive assessment of Virtusa's offerings and capabilities in the area of digital transformation, designed for:

- Sourcing managers investigating sourcing developments within transformational IoT
- IT and process decision makers exploring the benefits and inhibitors of transformational IoT as evidenced from the clients and vendor capability
- Vendor marketing, sales and business managers developing strategies to identify developments and target opportunities within managed service programs
- Financial analysts and investors specializing in, or covering the IoT industry and suppliers.

Key Findings & Highlights

Virtusa began broad IoT operations in 2010 and began focusing more of the company's resources on pursuing digital transformation opportunities with an IoT focus in 2013. IoT-centric digital transformation remains a relatively small proportion of the company's business.

Virtusa's total IoT revenues are approximately ~\$240m, of which the portion specifically attributable to work in digital transformation projects is 10%, resulting in an estimate of \$24m for this specific area of digital transformation work.



Scope of the Report

The report provides a comprehensive and objective analysis of Virtusa's transformational IoT offering, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphasis, and new developments in both its service and technology
- Analysis of the company's strengths, challenges, and outlook
- Revenue
- 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 key offerings (service model and service components)
- Analysis of the company's delivery capability (including the location, size and scale of delivery operations; and delivery via technology).

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