



EPAM Systems IoT Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's IoT Services Vendor Assessment for EPAM Systems is a comprehensive assessment of EPAM'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

Servicing technology products and providing engineering services remain the core elements of EPAM's service portfolio strategy. The company has highlighted several times that product development services provide an early understanding of forthcoming products, up to 24 months in advance, e.g. Siemens' next gen smart hospitals for building and healthcare systems. There is also a client-mining element to this: EPAM points out that it services its key technology clients not only with its Digital Platform Engineering Services but also with its full IT service portfolio.

Key IoT clients include Adidas, Schlumberger, Chevron, Vodafone, Mars Drinks, Edmunds.com, Philips DoseWise (Unfors RaySafe), Google, ThyssenKrupp, Komatsu's Modular Mining, Keurig, Penske, McLaren Applied Technologies, and Siemens AG Hospital of the Future.

Scope of the Report

The report provides a comprehensive and objective analysis of EPAM'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.



Contents

1. Introduction and Strategy
2. Offerings and Capabilities
3. Delivery Network
4. Target Markets
5. Strengths and Challenges

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