Infosys

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 Infosys is a comprehensive assessment of Infosys' 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

Infosys has been active in M2M since 1998, but the company's move into IoT-centric digital transformation has been a more recent one. The earliest true transformational work in this segment began in 2014 with the designation of the IoT Practice as a separate horizontal business unit.

2016 saw Infosys collaborate on its Industry 4.0 Maturity Model along with Germany's Aachen University and expand into the automotive sector with connected vehicle initiatives. The following year, what had been a large manufacturing-centric operation began expanding into mining and utilities. In 2018, that expansion has continued, with new clients in the pharma and energy sectors.

The pace of transformational IoT work has accelerated considerably for Infosys in the past two years, and the company has completed ~50 consulting projects in this area in the last eighteen months alone.

Overall digital transformation revenue accounts for ~28% of the company's total revenue of $11.3bn; within that figure, the amount that can be directly attributed to IoT-centric digital transformation is approximately $150mn.

Scope of the Report

The report provides a comprehensive and objective analysis of Infosys' 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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