Infosys
IoT Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

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

Infosys created its Engineering Services (ES) unit ~20 years ago, through the combination of its mechanical engineering and embedded systems capabilities. Its headcount at the end of December 2016 was ~11k.

ES is structured into four main lines of business, including the IoT line launched in 2016. The IoT service line (ISL) is a horizontal service line with its own P&L, CoE, pre-sales, project solutioning, and delivery. Other service lines within ES include:

- Core engineering: e.g. mechanical engineering and PLM application services

- Networking and embedded: e.g. embedded systems

- Software products and platform development engineering: e.g. software product development.

Broadly speaking, ISL has positioned its IoT portfolio at the intersection of three core capabilities: IT services, engineering services, and analytics services. ISL provides all IoT services and works with other Infosys units on adjacent services including analytics, UX, and Infosys Consulting.

Infosys has ~50 IoT clients.

As part of its push towards software, in 2015 Infosys (through its $500m Infosys innovation fund) made a $3m investment in Cambridge, MA based fitness wearable manufacturer WHOOP. WHOOP's devices are used by athletes to capture heart rate and calculate their bodies' intensity and recovery capability after a workout. WHOOP is a spin-off Harvard i-Lab.

Scope of the Report

The report provides a comprehensive and objective analysis of Infosys' 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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