Virtusa
IoT Services

Vendor Assessment
Report Abstract

June 2018

By Dominique Raviart
IT Services
Practice Leader
NelsonHall

Thirteen pages

research.nelson-hall.com

Who Is This Vendor Assessment For?

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

Virtusa has put its IoT capabilities within Virtusa Digital, a significant organization with a NelsonHall estimated headcount of 3.5k. Virtusa Digital is structured into horizontal sub-lines, each with its P&L and delivery responsibility: strategy and design, customer experience/UX, cloud services, data, analytics, and AI, and mobile and IoT.

Virtusa highlights it has combined its IoT capabilities with its mobile capabilities, rather than with its data and AI horizontal sub-line, for several reasons:

- Similarities between mobile devices and IoT edge devices in terms of technologies, e.g., microservices/APIs, and also between mobile devices and wearables

- Shared need for UX/design thinking.

Virtusa Digital's IoT sub-line has a NelsonHall estimated 400 employees, with 20% located onshore.

An important element of the value proposition of Virtusa Digital lies around consulting and UX. Virtusa Digital is very keen to highlight its consulting and UX/design thinking capabilities, notably because of its IoT consumer base. It has built its IoT business since ~H1 2014, focusing on use cases in its verticals of strength (e.g., insurance and BFS), and other sectors, most of them targeting consumers through B2B2C and B2C models.

Another element of the IoT value proposition is around Virtusa's approach to projects, taking an "engineering" point of view to take projects. Virtusa has highlighted many times this engineering approach was a strong element of its initial success, and that this approach is more and more needed for IoT projects that require scale and robustness.

In 2014, Virtusa Digital developed its IoT service expertise initially around IBM Bluemix. It selected Bluemix based on its assessment of the IBM IoT platform maturity, and on access to Watson and cognitive technology. Since then, Virtusa has expanded its IoT capabilities around AWS and Microsoft Azure.

Finally, in 2017, Virtusa Digital launched its Skylab platform, to help to prototype IoT use cases and applications, using software products from IBM Bluemix, AWS, and Microsoft Azure. During 2017, Virtusa Digital renamed Skylab, to Virtusa DigitalLab (DigitalLab), enriched the content to AI, robotics, AR, and gamification. It uses DigitalLab mostly for prototyping and PoCs.

Scope of the Report

The report provides a comprehensive and objective analysis of Virtusa'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

Report Length

Thirteen pages

Report Author

Dominique Raviart

dominique.raviart@nelson-hall.com