



Aricent IoT Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's IoT services vendor assessment for Aricent is a comprehensive assessment of Aricent'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

Aricent is a product engineering services (PES) company. It is a privately-owned company (owned by private equity KKR and Sequoia Capital) headquartered in Redwood City, CA, and has a headcount of 12k.

Aricent has a background in servicing telecom equipment manufacturers (TEMs). It has subsequently expanded into servicing additional industry sectors, e.g. communication service providers (CSPs), media and entertainment, ISVs, technology product vendors, and semi-conductors. It also has automotive and industrial clients.

Aricent has set up its IoT services capabilities in the form of a CoE which has a number of responsibilities including service portfolio management, pre-sales, and consulting.

Key IoT clients include Cisco, Qualcomm, and Verizon.

Scope of the Report

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



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