



# Tech Mahindra IoT Services

Vendor Assessment  
Report Abstract

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## Who Is This Vendor Assessment For?

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

Internet of Things (IoT) services sit within Tech Mahindra's Integrated Engineering Solutions division. IoT is a standalone service line: it has its own P&L, sales and marketing, CoE, and delivery organizations. The IoT service line has a headcount of 1.3k.

IoT is one of Tech Mahindra's growth businesses, along with big data and analytics, Fintech, internet and telecom, healthcare, IT, design, co-creation, and automation.

An important element of Tech Mahindra's IoT services strategy lies in its development of IP and accelerators as part of major engagements. Examples include aircraft HMS for Bombardier and solar power plant RMD for Schneider Electric. Tech Mahindra has also created its own IoT platform, initially targeting communication service providers (CSPs).

## Scope of the Report

The report provides a comprehensive and objective analysis of Tech Mahindra'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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