



Logicalis IoT Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

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

Logicalis is a U.K.-headquartered international IT hardware and software reseller and IT service vendor, with a background as a Cisco network equipment reseller. Today, Cisco still represents 50% of Logicalis' revenues. In its FY 2016 (ending February 28), Logicalis had ~\$1,533m in revenues. It has a headcount of 4k and is a subsidiary of Johannesburg-listed group Datatec Ltd.

Logicalis focuses on four areas: communication and collaboration, datacenter, cloud services, and managed services. Of these four, datacenter is its largest business, followed by virtualization and specific convergence services. The company derives 32% of its revenues from IT services, of which 12% are from professional services and 20% are from annuity services (maintenance and managed services). Logicalis is largely present in the Americas, with North and Latin America accounting for 30% and 27% of revenues, respectively.

In IoT services, Logicalis has a background in servicing public and commercial sectors in Brazil, and created its IoT service practice in Brazil in 2014. The IoT line is a horizontal service line in charge of service portfolio, partnerships and pre-sales. The service line is structured into horizontals (e.g. connectivity) and verticals (applications and use cases).

Logicalis has several flagship IoT contracts, including in 2016 the smart city contract with Rio de Janeiro for its harbor area. Currently, Logicalis has had client wins in several sectors, including retail, agro-food, utilities, and smart cities.

Scope of the Report

The report provides a comprehensive and objective analysis of Logicalis' 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

1. Introduction and Strategy
2. Offerings and Capabilities
3. Delivery Network
4. Client Examples
5. Strengths and Challenges

Report Length

Five pages

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