



# Sopra Steria IoT Services

Vendor Assessment  
Report Abstract

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## Who Is This Vendor Assessment For?

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

Sopra Steria provides IoT services as part of its digital transformation offerings. The company launched its IoT and Automation (I&A) "technology stream" in 2016. I&A is part of Sopra Steria's digital organization, which also includes data science (big data and analytics), smart machines (AI and ML), digital interactions (digital marketing, augmented and virtual reality).

I&A was created based on the work which it has provided for Airbus Group (Sopra Steria's largest client overall) around embedded software and mechatronics engineering.

I&A takes a business approach to IoT projects, complemented by its technology skills.

I&A is a center of excellence with a number of missions including:

- Assessing technology
- Identifying technology roadmaps for the next 12 to 18 months
- Working on the pre-sales activity along with Sopra Steria's Business Units
- Being involved in delivery, with the client
- Creating IP.

I&A also supports activity and delivery in the vertical delivery organizations (BUs).

It relies on a mix of permanent members (including representatives in each major geography), and subject matter experts in the BUs.

In total, I&A involves an ecosystem of 100 personnel across Sopra Steria.

## Scope of the Report

The report provides a comprehensive and objective analysis of Sopra Steria'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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## Report Length

7 pages

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