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TOP 10

Internet of Things (IoT) Service Providers, 2021

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Transformation partner with
large delivery presence and
acquisition-led growth strategy



Ability to execute

#1



Innovation capability

#1



OneOffice alignment

#2



Voice of the customer

#1

Strategy and offerings focus. Accenture's IoT capability is in two main business units within the organization, Industry X and Technology. Accenture Technology provides traditional technology expertise and resources, and Accenture Industry X focuses on sales and go-to-market leadership, client relationships, and cutting-edge IoT skills. Overall, Industry X focuses on nine distinct offerings and three interlock areas. The offerings are engineering and R&D digitization, smart connected product design and development, product platform engineering and modernization, product-as-a-service enablement, capital projects, production and operations, intelligent asset management, digital industrial workforce, and autonomous robotic systems; the interlock areas are mobility, security, and sustainability.

Key differentiators. Accenture has 50+ delivery centers across 20 countries and developed 40+ IoT accelerators and solutions, such as digital plant, connected mine, connected construction, and digital workforce platform. Also, it follows a digital services factory approach that includes end-to-end digital execution capabilities enabling clients to build and launch new digital products. For example, the digital services factory enabled Schneider Electric to create a program spanning multiple business groups within its organization, implementing IoT use cases such as predictive maintenance, asset monitoring, and energy optimization.

Technology innovation. Accenture has a global network of 30+ innovation centers, including five advanced analytics centers and 20 centers focused on Industry X and IoT supporting around 500 use cases. Accenture leverages its acquisition portfolio (for example, Zielpuls, Salt Solutions, and Mindtribe) for IoT capability augmentation. It also has a partnership with MIT in IoT and related technologies like AI and edge computing. It collaborates with emerging technology players through Accenture Ventures. Collaborating with Accenture Ventures, it developed Project Spotlight that targets emerging technology software businesses to help the Global 2000 client portfolio.

OneOffice alignment. Accenture leverages its capability of its services lines, primarily Strategy & Consulting and Technology, to provide clients end-to-end services from strategy and implementation to managed services. It also utilizes its industry expertise and technical capability for solutions development and internal capability development.

Customer kudos. Clients praised Accenture resources' strong industry knowledge and mentioned that they benefitted from Accenture's global delivery reach.

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