



G-Cloud 15 Service Definition

Accenture IoT Platform Selection Services

Jan 2026

accenture

Contents

- 1.0 Scope of our services 1
- 2.0 Approach..... 3
- 3.0 Assets and Tools..... 5
- 4.0 Pricing 6
- 5.0 Contacts..... 7
- 6.0 About Accenture..... 8

1.0 Scope of our services

Platform selection is a critical step in the digital transformation journey. There are 600+ platforms out there, and each one has its own features and capabilities, but at high level marketing messages are quite similar, making the selection a complex task for our clients.

Accenture leverages its experience, key relationships with platform vendors, extensive experience in evaluating platforms, an evaluation framework for IoT which is used to accelerate the work and continuous learnings from client engagements in order to help clients select appropriate IoT platforms for the enterprise.

The following are key value propositions:

- Analysis is undertaken using a holistic approach, with a truly end-to-end perspective considering a comprehensive set of platform features. From device integration to system integration, key features for operability and maintainability of solutions.
- Leverage an established and proven framework for Platform Selection. The Framework is refreshed quarterly through learnings from client engagements and key relationships with platform vendors.
- Platform selection is a pre-requisite in the digital transformation journey therefore making sure you make the right choice will allow you to benefit from significant costs savings and business growth opportunities
- Our Accelerator will enable clients to achieve platform selection quickly whilst being rigorous and ensuring optimal and appropriate platform decisions are made

IoT platforms fall into 4 categories (based on their origin) and the below diagram plots key platform providers from those which are easily customisable to those which are feature rich but are relatively harder to adapt to your specific needs.

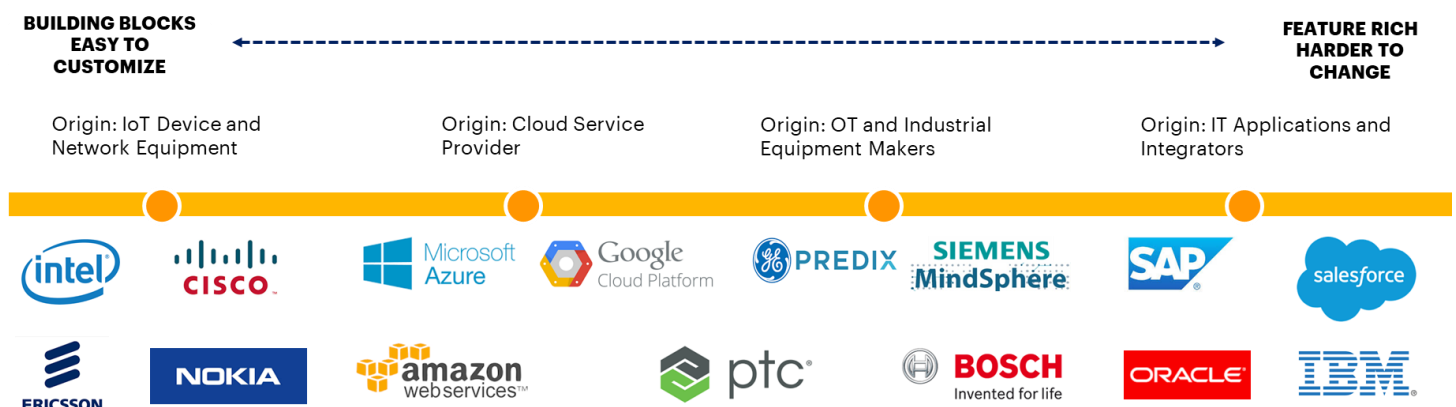


Figure 1: Customisable IoT Platform Providers

Fundamentally Accenture can leverage its experience and framework to help clients choose the best platform. We use our platform selection and evaluation methodology to highlight the key requirements. It is at the discretion of the client to choose between undertaking a relatively higher-level evaluation or an exhaustive one (our framework includes both options). In some instances, clients undertake a high-level evaluation across several platforms before deeper diving into a subset in more detail.

The IoT Platform is only one piece of the entire picture. The end-to-end architecture has to address multiple challenges which the client must consider:

- connectivity with different devices
- integration with the entire IT landscape
- compliance with API strategy
- privacy and security requirements
- big data management and implementation of advanced analytics applications

IoT and Big Data Architecture and Roadmap Definition is a set of activities aimed at providing solutions for those questions and is among the most popular engagement Accenture is requested to execute.

2.0 Approach

- To simplify the platform selection and address the task with a structured framework, Accenture team developed a thorough Point of View on IoT Platform. This includes a very simple questionnaire related to clients' needs and environment, which then leads on to a comprehensive analysis broken down into the following parts:

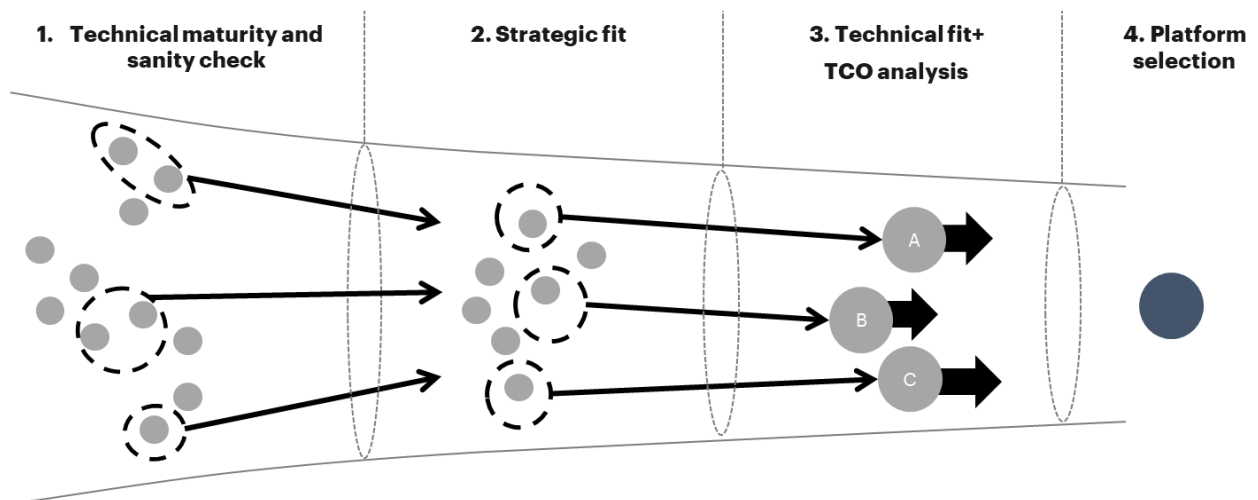


Figure 2: IoT Platform of view

- Technical maturity and sanity check typically covers:
 1. Existing functionality
 2. No major gaps
 3. Original Equipment Manufacturer (OEM) readiness
- Strategic criteria captures the business requirements for the platform, and includes:
 1. Brand value & mining references
 2. Joint go to market ability
 3. Data security
 4. Data center footprint
 5. Future proof: Dedication to IoT
 6. Future proof: Capacity to invest
 7. Vendor lock-in
 8. Ecosystem size & variety
 9. Turnkey vs custom development
 10. TCO and predictability of costs
 11. Fit to existing architecture
 12. Vendor collaboration

- Technical criteria capture the high-level functional and non-functional requirements for the platform and includes:
 1. No-coding apps & analytics
 2. Multitenancy
 3. Deployment models
 4. Edge solution
 5. Machine learning
 6. Devices integrations
 7. Device management
 8. Data ingestion & normalisation
 9. Advanced analytics
 10. User & enterprise management
 11. Enterprise system integrations
 12. API exposure
- Once this analysis has been completed the final recommendation will be made to the client's leadership team.

3.0 Assets and Tools

When it comes to platform selection, Accenture has built an unrivalled position through:

- Accenture's Point of View and industry expertise on IoT Platforms.
- Accenture's Detailed IoT Reference Architecture.
- Accenture's relationships and partnerships with Platform providers which has included investments to help providers improve and build out their platforms.
- Dedicated capability teams focused on SAP Leonardo, GE Predix, Siemens Mindsphere, PTC Thingwork, AWS IoT, Microsoft IoT Services.
- Accenture has developed its own IoT & analytics platforms.

These factors bring additional value when helping you to evaluate and select your IoT Platform.

4.0 Pricing

Please refer to the associated pricing document/ rate card relevant for this service.

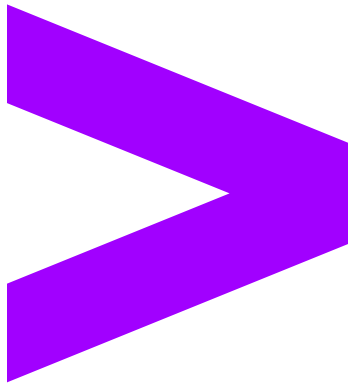
5.0 **Contacts**

Email: UK.TenderMonitoring@accenture.com

Telephone: +44 (0) 20 7844 4444

6.0 About Accenture

Accenture is a leading global professional services company that helps the world's leading businesses, governments and other organisations build their digital core, optimise their operations, accelerate revenue growth and enhance citizen services—creating tangible value at speed and scale. We are a talent- and innovation-led company with approximately 799,420 people serving clients in more than 120 countries. Technology is at the core of change today, and we are one of the world's leaders in helping drive that change, with strong ecosystem relationships. We combine our strength in technology and leadership in cloud, data and AI with unmatched industry experience, functional expertise and global delivery capability. We are uniquely able to deliver tangible outcomes because of our broad range of services, solutions and assets across Strategy & Consulting, Technology, Operations, Industry X and Song. These capabilities, together with our culture of shared success and commitment to creating 360° value, enable us to help our clients reinvent and build trusted, lasting relationships. We measure our success by the 360° value we create for our clients, each other, our shareholders, partners and communities



Copyright © 2026 Accenture
All rights reserved.
Accenture and its logo are trademarks of Accenture.