



Technology Transformation of IOT Lighting

Client	A leading consumer electronics manufacturer
Industry	Consumer/Electronics
Products	Lighting division of electronics business

Background

- Client wanted to understand the technological transformation of IOT lighting from traditional lighting. Client was already supplying electronic components across applications, and wanted to identify potential business in IOT applications

Key Business Questions

- Technology identification for lighting and differentiating factors that could help client to develop, design and manufacture IOT devices in lighting applications
- What are the technology developments that are currently happening for lighting applications? What is the future outlook for these devices in each application?
- Market potential and business models in the future along with trends in IOT lighting technology

Engagement Scope

1	Vendor Identification	2	Vendor Filtering	3	Vendor Mapping	4	Key Technology Developments
<ul style="list-style-type: none"> Complete understanding of key players across the IOT lighting value chain Supply chain identification for new players and their value added services 	<ul style="list-style-type: none"> What is approach towards creating a short list of vendors across the IOT lighting value chain? Which are the filtering criteria to select top vendors from long list of vendors for each application to focus on their developments? 	<ul style="list-style-type: none"> Please provide the information about top vendors, depending on parameters given below: <ul style="list-style-type: none"> Product/service offering Product details Business model Strategy Technology trends 	<ul style="list-style-type: none"> Who are the key players that are investing heavily in IOT lighting business? What are the key developments happening in this segment? Trends in business model w.r.t. to technological developments M&As, JVs, partnerships, strategies by key vendors across the value chain. 				

Research Methodology

Secondary Research

- Conducted desk research studying various lighting technologies, identifying key players across the value chain, annual reports, press releases, industry overview,
- Leveraged paid data sources such as vendor databases, electronics association reports, etc.

Primary Research

- 100+ Telephonic interview with suppliers and industry experts

Sample Analysis

Benefits to Client

- The study helped the client to identify and collaborate with lighting manufacturers, software developers, and service providers.
- Insights from the investigation were used by electronics division of client to understand technology developments taking place in this area

1 Supply Chain Identification

2 Vendor Filtering

3 Technology Mapping

4 Key Technology Developments

Thank you

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