# Top 7 Challenges of building practice in Internet of Things







# **Availability of Talent**

49% of 779 top executives cite the lack of employee multifaceted skills and knowledge as obstacles that prevent them from obtaining business value from IoT. Hence sourcing the right talent for IoT projects become a major challenge for consulting firms.





# New Technology

IoT is a relatively new concept as customers and service providers are still grappling with cloud computing. Most of it has been around for years but few people understand the new wrapping. There is plenty to learn what is it, how much is it worth and how drastically will it change the industrial/business world.





# Multidisciplinary Skills

An IoT Solution involves getting hands-on with EE(electric engineering), Computer Sciences, Data Sciences, Networking and Device Management. Few technical hands have such a diverse skill-set, hence the need for partnerships and collaboration increases.





### Bench Cost

Technology firms that are still grappling with it may require developing an efficient pool of talent to deliver IoT solution. Rather than hiring multiple resources for IoT projects in the beginning, leverage partnerships to offset problems of resource utilization.





## Effective Partner Ecosystem

IoT solutions demand that IT consulting partners from different backgrounds such as networking, device and system management, cloud services and interface management work together to deliver end client with easily usable solution.





#### Limited Industrial Success

Adoption of IoT building practices is hindered due to lack of large scale industrial success with clear and reproducible ROI.





# Identifying Key Stakeholders

Identification of clients within IoT space is a critical challenge in order to have an expectation of future experience. It is also important to confirm where the clients are in the phase of their development cycle.

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