New York, NY, May 3, 2018 – 451 Research today announced a new Voice of the Enterprise (VoTe) survey, analyzing the operational technology (OT) stakeholder perspective within the Internet of Things (IoT) industry. Strikingly, the survey shows that there is a clear disconnect between IT and OT on IoT projects.

“Our new OT survey identifies IoT as a fundamental departure from the traditional IT sale for vendors,” said Rich Karpinski, Research Director for Voice of the Enterprise: IoT. “With complementary data and insights to the quarterly VoTE: IoT survey of IT professionals, IoT vendors and service providers get the 360-degree view they need of the roles OT and IT play in enterprise IoT budget and deployment plans, as well as a full view into the market disruption and major opportunities for vendors and businesses.”

OT vs. IT on IoT Projects

Research shows that IT and OT personnel are not well aligned on IoT initiatives, and they need to cross that divide for those enterprise IoT projects to prove viable. According to the survey, only one-third of OT respondents (34%) said they ‘cooperate closely with IT’ on IoT projects from conception to operations. While a relatively small group of respondents said they were in ‘active conflict’ with IT over IoT, OT professionals are four times more likely to characterize their relationship with IT that way.

This is becoming an issue as IoT vendors and service providers are rapidly gaining new business opportunities, especially from OT-centric firms. More than half (55%) of the OT survey respondents currently deploy IoT within their organization, and 44% have successfully moved those projects from
proof of concept to full-scale deployment. New operational efficiencies and data-analytics capabilities are driving successful projects; however, many IoT projects face roadblocks in the trial stage due to the IT and OT divide and budget, staff, and ROI concerns.

The Voice of the Enterprise: Internet of Things, OT Stakeholder Perspective survey is available for purchase now. 451 Research clients interested in purchasing this service can contact their 451 Research account manager or sales@451research.com. To learn more:

- Register for this 451 Research webinar on May 9, 2018 at 12:00pm ET.
- Join the 451 Research IoT team on the main stage at IoT World in Santa Clara, CA, May 14-17, 2018. Members of the press, please contact media.inquiry@451research.com for a briefing.
- Contact media.inquiry@451research.com for more information.

About Voice of the Enterprise (VoTE): IoT, OT Stakeholder Perspective

Published twice a year, Voice of the Enterprise: IoT, OT Stakeholder Perspective provides in-depth customer data and analysis derived from more than 800 web-based surveys with operations technology (OT) professionals and practitioners. This inaugural OT Stakeholder Perspective survey focuses on overall OT spending, budgeting and IT environments among enterprise customers. Voice of the Enterprise: IoT is published quarterly and provides insights into IT’s view of enterprise IoT. The two surveys complement each other.

About 451 Research

451 Research is a preeminent information technology research and advisory company. With a core focus on technology innovation and market disruption, we provide essential insight for leaders of the digital economy. More than 100 analysts and consultants deliver that insight via syndicated research, advisory services and live events to more than 1,000 client organizations in North America, Europe and around the world. Founded in 2000 and headquartered in New York, 451 Research is a division of The 451 Group. Learn more and connect with 451 Research on Twitter and LinkedIn.

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