Dell Services Cloud Infrastructure Migration & Managment

Vendor Assessment
Report Abstract

August 2016

By David McIntire
IT Services
Research Director
NelsonHall

12 pages

research.nelson-hall.com

Who Is This Vendor Assessment For?

NelsonHall's Cloud Infrastructure Migration and Management Vendor Assessment for Dell Services is a comprehensive assessment of Dell Service's cloud infrastructure migration and management offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for cloud infrastructure migration and management services

- Vendor marketing, sales and business managers looking to benchmark themselves against their peers

- Financial analysts and investors specializing in the cloud infrastructure migration and management sector.

Key Findings & Highlights

As a provider of data center hardware, Dell supported the growth of cloud by supplying intellectual property and hardware to help build products such as Azure and Google Cloud Platform.

In 2009, Dell acquired Perot Systems, creating a Dell Services unit and enabling it to host customer data in its own data centers and to begin offering private cloud hosting services. Perot Systems also brought a number of application development skills such as Java and .Net that are still the foundation of much cloud application development.

Dell's current cloud offerings span from consulting and advisory services through cloud migration services, to cloud management services. While it has leveraged its infrastructure heritage to host private cloud services from its data centers, Dell has made the choice not to compete in the public cloud hosting space, instead developing alliances with major public cloud providers.

In March 2016, it was announced that Dell Services will be acquired by NTT DATA for $3.06bn. While specific details have not been fully announced, it's assumed that the primary capabilities underpinning Dell's cloud infrastructure migration and management offerings will be managed by NTT DATA. NelsonHall believes that many of the software products complementary to these services, such as integration tool Boomi will remain with Dell. However, Dell Services has confirmed that some of its vertically focused SaaS offerings, such as ones focused on healthcare, life sciences, and financial services sectors will remain with Dell Services and move to NTT DATA.

Scope of the Report

The report provides a comprehensive and objective analysis of Dell Service's cloud infrastructure migration and management offerings, capabilities, and market and financial strength, including:

- Analysis of the company's offerings and key service components

- Revenue estimates

- Identification of the company's strategy, emphasis and new developments

- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts

- Analysis of the company's strengths, weaknesses, and outlook.

Contents

Report Length

12 pages

Report Author

David McIntire

david.mcintire@nelson-hall.com

Forthcoming Profiles

Accenture, Atos, Capgemini; CSC, CSS Corp, IBM, Infosys, Netmagic, NIIT Technologies, NTT DATA, TCS, Unisys, and Wipro.