



HPE Enterprise Services IoT Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's IoT services vendor assessment for HPE Enterprise Services is a comprehensive assessment of HPE Enterprise Services' IoT service offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for IoT services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IoT sector.

Key Findings & Highlights

Note that in May 2016, HPE announced the planned merger of its Note that in May 2016, HPE announced the planned merger of its Enterprise Services unit with CSC. The new company, DXC Technology, is expected to debut on April 3, 2017.

This profile relates to the IoT capabilities of HPE Enterprise Services on a standalone basis and does not cover the IoT services capabilities of CSC.

HPE Enterprise Services positioned its IoT capabilities within its Mobility & Workplace (M&W) division.

The rationale for this organizational structure is that:

- IoT involves devices/sensors and also network services. HPE Enterprise Services considers that the mission of M&W is to monitor and manage edge devices (e.g. PCs, peripherals, cameras, and beacons), whether used by people, or by machines
- From an HPE Enterprise Services organizational standpoint, M&W also provides network services and therefore already provides, within IoT, services related to networks and devices.

HPE Enterprise Services has built its IoT service portfolio around three main principles:

- Using HPE capabilities in terms of both IoT platform and hardware products
- Complementing existing horizontal capabilities with additional functionality (through micro-services, e.g. integration with other applications through APIs)
- Creating industry use cases.

Scope of the Report

The report provides a comprehensive and objective analysis of HPE Enterprise Services' IoT service offerings, capabilities, and market and financial strength, including:

- Analysis of the company's offerings and key service components, accelerators, and "platforms"
- 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
- Analysis of the company's strengths, weaknesses and outlook.



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