Targeting Data Center Outsourcing

Market Analysis
Abstract

Who Is This Report For?

NelsonHall's "Targeting Data Center Outsourcing" report is a comprehensive market assessment report designed for:

- Sourcing managers investigating sourcing developments within data center outsourcing

- Vendor marketing, sales and business managers developing strategies to target data center outsourcing service opportunities

- Financial analysts and investors specializing in the IT services sector, including data center outsourcing.

Scope of the Report

The report analyzes the worldwide market for data center outsourcing (DCO) and addresses the following questions:

- What is the market size and projected growth for the global DCO market by geography?

- What is the profile of activity in the global DCO market by industry sector?

- What are the top drivers for adoption of DCO?

- What are the benefits currently achieved by users of data center outsourcing?

- The role of cloud & its effect on adoption of DCO

- What pricing mechanisms are typically used within DCO and how is this changing?

- Who are the leading DCO vendors globally and by geography?

- What combination of services is typically provided within DCO contracts and how cloud is changing this?

- What is the current pattern of delivery location used for DCO services and how is this changing?

- What are the challenges and success factors within DCO?

Key Findings & Highlights

NelsonHall's market analysis of the Data Center Outsourcing industry and trends consists of 69 pages.

Data center outsourcing is going through a period of change challenged by the rise of cloud. Accordingly, share of cloud provisioning (IaaS) within DCO is going up. Private IaaS is forecast by NelsonHall to grow strongly to 2016.

The rise of cloud is reflected in pricing: increasing the variable cost base of data centers. Buyers increasingly seek flexibility within contracts to allow for change in scope and terms, to better respond to disruptive technology trends such as BYOD and consumerization of IT, and changing business environments such as mergers and reorganizations.

- Within IT infrastructure management (IM) data center outsourcing is the highest growth area, faster than both network management and end–user workplace services

- Cost reduction remains the primary driver of DCO with lack of internal skills to manage complicated environments being the second biggest driver

- Labor arbitrage, largely through offshoring to India, remains primary lever for lowering costs, ahead of service industrialization. In future, increasing levels of shared infrastructure through IaaS will complement this model.

- N. America and EMEA are the largest markets but RoW offers bigger growth opportunities with emerging economies driving demand

- These are expensive times for vendors who have to invest in improving their cloud skills & capabilities, in standardizing their own servers and tools, as well as analytics and autonomics for service improvements

- Cloud brokerage and orchestration services will bridge consultancy and DCO services with more vendors bringing out tools to support this evolution of services.

Contents

Report Length

69 pages, consisting of 10 chapters

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