



HP Enterprise Services Data Center Outsourcing Services Vendor Assessment

Report Abstract

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14 pages





Who Is This ITO Vendor Assessment For?

NelsonHall's Vendor Assessment of HP Enterprise Services' "Data Center Outsourcing" provides a comprehensive view of the company's offerings and capabilities designed for:

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



Key Findings & Highlights

HP is the second-largest IT services vendor globally. In its fiscal year 2012, for the period ending October 31, 2012, the company achieved IT services and BPO revenues of ~ \$35bn. Revenues from its IT infrastructure outsourcing (ITO) business unit, a part of HP Enterprise Services were ~\$14.7bn. Mergers and acquisitions, including Compaq in 2002 and EDS in 2008, have played a key role in helping HP enhance its infrastructure services, including data center outsourcing (DCO) capabilities and market position. Today HP is one of the top three suppliers of data center outsourcing in the world.

With increasing emphasis on cloud, HP Enterprise Services, is focusing on its abilities to enable clients' journeys from traditional data centers to hybrid environments (covering public, private and virtual private cloud environments). A recent contract win that illustrates this kind of engagement is a \$67m contract with Generalitat de Catalunya (CTTI), the Government of Catalonia, in which HP Enterprise Services is moving CTTI's infrastructure from a dedicated client-owned data center to an HP-managed cloud environment.

HP continues to enhance its IT infrastructure services capabilities; and with that its data center outsourcing delivery. Other strategic objectives include expansion of its vertical portfolio by adding or supporting sector-specific features to or on its cloud offerings.

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Scope of the Report

The report provides a comprehensive and objective analysis of HP Enterprise Services's data center outsourcing offerings, capabilities, and market and financial strength, including:

- Identification of the company's service-specific strategy, emphases and new developments
- Service-specific revenue estimates
- Analysis of the company's offerings and key service components
- Analysis of the company's approach to, and locations for, service delivery
- Analysis of the company's strengths, weaknesses and outlook.

Report Length

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