



IT Services: Cloud Infrastructure Brokerage & Orchestration Services

IBM

Report Abstract

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13 pages

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Who is This Vendor Assessment For?

NelsonHall's cloud infrastructure brokerage, orchestration, and management services profile on IBM is a comprehensive assessment of IBM's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of digital services and cloud infrastructure brokerage, orchestration, and management services and identifying vendor suitability for RFPs
- 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

This NelsonHall vendor assessment analyzes IBM's offerings and capabilities in cloud infrastructure brokerage, orchestration, and management services.

IBM's strategy is aligned with the cloud, focusing on how it is engaging its clients. Here, it has four main capabilities:

- **Advise:** utilizing consulting capabilities to advise on every step on the journey to the cloud. This includes open-source consulting for hybrid multi-cloud
- **Move:** enabling migration to any cloud with no vendor lock-in, assisted by configurable and automated migration tooling supporting multiple cloud platforms
- **Build:** building applications and experiences, including digital workplace services capabilities for the cloud to support it, and transforming existing application portfolios to multi and hybrid clouds and at scale. In addition, driving innovation through improving container adoption timeline, building container platforms with OpenShift
- **Manage:** management, governance, and optimization of hybrid multi-cloud environments. This includes private cloud as a service and managing Red Hat-based environments.

This is the broader IBM scope, and everything that is going on inside IBM, whether this is digital workplace services, server services, or storage, fits into this approach. It supports Hybrid IT through its IBM Services for Multicloud Management provided through its IBM Multicloud Management Platform (MCMP), which enables consistent management across existing IT and multiple public and private clouds.

Scope of the Report

The report provides a comprehensive and objective analysis of IBM's cloud infrastructure brokerage, orchestration, and management services offerings and capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- 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 offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.

Cloud Infrastructure Brokerage & Orchestration Services Vendor Assessments also Available for:

- Atos
- Capgemini
- Cloudify
- DXC Technology
- Infostretch
- Infosys
- LTI
- Mindtree
- Mphasis
- NIIT Technologies
- NTT DATA
- Sopra Steria
- TCS
- Tech Mahindra
- Unisys
- UnitedLayer
- Zensar.

About The Author

John is a Senior Research Analyst at NelsonHall. He is a member of the global IT Services research team with shared responsibility for IT Services research with Dominique Raviart, David McIntire, and Mike Smart.

John assists both buy-side and vendor organizations in assessing opportunities and supplier capability in IT Services. John covers IT Services research in the areas of Digital Workplace, Cognitive IT Infrastructure, and Cloud Infrastructure Brokerage, Orchestration, and Management.

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We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at guy.saunders@nelson-hall.com

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