



IBM Managed Security Services

**Vendor Assessment
Report Abstract**

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**by Michael Smart
Managed Security Services
Industry Sector Analyst
NelsonHall**

11 pages

research.nelson-hall.com





Who Is This Vendor Assessment For?

NelsonHall's Managed Security 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 managed security services and identifying vendor suitability for security services 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 managed security services.

In 2014, IBM set up its Strategic Imperatives initiative around analytics, cloud, mobile, security, and social. These strategic imperatives were not established as separate business segments but act across IBM's existing segments: Cognitive Solutions, Global Business Services, Technology Services & platforms, and Systems.

IBM formed the IBM Security business unit in 2015 to bring together its security services and solutions.

By December 2016, IBM was trialing Watson for cybersecurity as a beta program with 40 organizations.

Scope of the Report

The report provides a comprehensive and objective analysis of IBM's managed security 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.



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Report Length

11 pages

Managed Security Services Vendor Assessments also available for:

Atos, Capgemini, CGI, CSS Corp, HPE ES, Infosys, TCS, SecureWorks, Unisys