



Managed IT Services

Current Analysis provides Competitive Response solutions that enable companies to effectively anticipate and counter competitive threats, and win more business.

COMPANIES COVERED

- Accenture
- AT&T
- Atos Origin
- BT
- Damovo
- Dimension Data
- Getronics
- Hewlett Packard
- IBM
- Level 3
- Logicalis
- NaviSite
- Orange Business Services
- Perimeter eSecurity
- Qwest
- Rackspace
- SAVVIS
- Sprint Nextel
- Symantec
- T-Systems
- Tieto
- Verio
- Verizon

And more...

The new Current Analysis **Managed IT Services** module focuses on the rapidly expanding market for technology solutions in a number of key areas, including managed data center services, managed applications, managed unified communications offers and managed security solutions. Intensifying cost pressures and competitive concerns are driving organizations to explore their options to outsource IT functions as a way to operate more effectively, efficiently, and successfully through difficult global economic conditions.

Managed IT Services evolved from the Applications Service Provider (ASP) model of the 1990s along with the growing convergence between carriers, system integrators and service providers. Many early ASP providers failed because of faulty business models, lack of robust infrastructure, failure to win customer confidence, or some combination of all three. Technology, business model improvements, and time have made organizations more comfortable with the idea of outsourcing aspects of their IT operations to a trusted third party. The result is a strong and growing market for adaptive and reliable managed solutions delivered using a services model that meets the needs of businesses in virtually every vertical industry.

IT Service Providers are looking to capitalize on both rising demand for managed services and growing comfort levels with trusted external partners. Service Providers are working to create compelling solutions with flexible contract models, competitive pricing schemes, and strong service level guarantees.

Managed IT Services analysis examines offers by a range of providers including systems integrators, telecommunications carriers, service providers and managed application providers delivering solutions via a Software-as-a-Service (SaaS) model.

Areas of coverage include:

Managed Data Center Services: Examines a range of solutions hosted within provider data centers including managed applications services, managed storage solutions, hosted messaging, and utility computing offerings.

Managed Unified Communications Services: Assesses hosted network and managed CPE services designed to support more effective corporate collaboration, with elements such as audio and videoconferencing, hosted voice and email messaging, and presence management. Unified Communications Services can be delivered from a provider's data center or managed at the customer's premises.

Managed Security: Analyzes outsourced managed security solutions that are designed to protect voice and data communications through measures such as vulnerability management, intrusion detection/prevention, hosted application security, unified threat management, and compliance services as well as consultative professional services.

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AVAILABLE PRODUCT ASSESSMENTS

- Managed Applications
- Managed Security
- Managed Security (Europe)
- Managed Web Hosting
- Data Center Services (Europe)
- Hosted Messaging
- IP Telephony
- IP Telephony (Europe)

AVAILABLE SOLUTION ASSESSMENTS

- Managed IP Services (Europe)

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This CurrentCOMPETE™ module includes:

- **Customizable email updates** delivered either daily or weekly to alert subscribers of the module to new analysis available in key areas of interest.
- **Actionable event reports** which provide rapid analysis of significant competitive events in the market including new product releases, M&A activity, trade show announcements and newly formed alliances.
- **Company Assessments** which provide in-depth analysis of individual companies and analysis of their competitive positioning in specific market segments.
- **Market Assessments** which provide analytical evaluations of specific market segments, including market size, projected short-term and medium-term market growth and stability, business and market drivers as well as company ratings.
- **Comparison feature** allowing module subscribers to create dynamic, side-by-side comparisons of companies' strengths and weaknesses.
- **Product Assessments** provide a timely and in-depth evaluation on how leading products and services in a market measure up to their competition.
- Solution-focused analysis of offerings designed to address complex customer problems are also available separately as **Solution Assessments**.



How We Deliver

Current Analysis is the preeminent source for tactical competitive intelligence and analysis. Our CurrentCOMPETE™ platform provides real-time analysis of breaking industry events, as well as intelligence reports on the markets, companies and products that are shaping the telecom, networking, and business software industries. By providing timely and comprehensive intelligence, we enable organizations to successfully counter competitive threats, and offer effective solutions to emerging challenges.

Our business model and solutions are built on the foundation of solid, quality intelligence and data, making **Current Analysis** the leader for competitive intelligence demands. We serve more than 30,000 users at over 250 enterprise clients, representing preeminent firms in the telecommunications, information technology and consumer electronics industries.

Current Analysis retains over 40 worldwide industry experts. Their frontline perspective and industry experience ensures you receive the best market information and analysis available - delivered within 48 hours of major industry events.

Please visit us as at: <http://www.currentanalysis.com>

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