

NEAT EVALUATION FOR UNISYS:

End-to-End Cloud Infrastructure Management Services

Market Segment: Overall

Introduction

This is a custom report for Unisys presenting the findings of the NelsonHall NEAT vendor evaluation for *End-to-End Cloud Infrastructure Management Services* in the *Overall* market segment. It contains the NEAT graph of vendor performance, a summary vendor analysis of Unisys for end-to-end cloud infrastructure management services, and the latest market analysis summary.

This NelsonHall Vendor Evaluation & Assessment Tool (NEAT) analyzes the performance of vendors offering end-to-end cloud infrastructure management services. The NEAT tool allows strategic sourcing managers to assess the capability of vendors across a range of criteria and business situations and identify the best performing vendors overall, and with specific capabilities around cloud management, cloud orchestration, Microsoft Azure, and AWS.

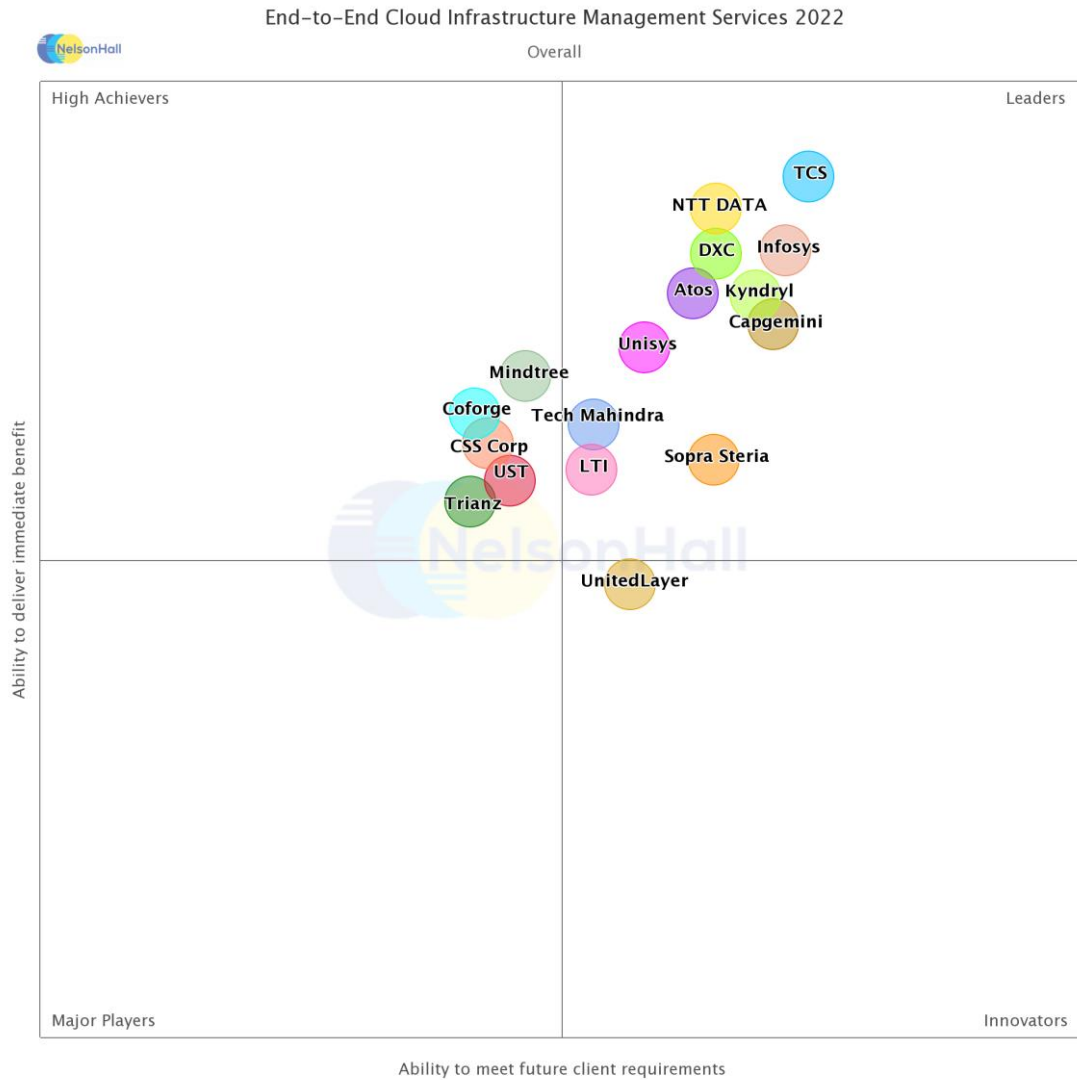
Evaluating vendors on both their 'ability to deliver immediate benefit' and their 'ability to meet client future requirements', vendors are identified in one of four categories: Leaders, High Achievers, Innovators, and Major Players.

Vendors evaluated for this NEAT are: Atos, Capgemini, Coforge, CSS Corp, DXC Technology, Infosys, Kyndryl, LTI, Mindtree, NTT DATA, Sopra Steria, TCS, Tech Mahindra, Trianz, Unisys, UnitedLayer, and UST.

Further explanation of the NEAT methodology is included at the end of the report.



NEAT Evaluation: End-to-End Cloud Infrastructure Management Services (Overall)



NelsonHall has identified Unisys as a Leader in the *Overall* market segment, as shown in the NEAT graph. This market segment reflects Unisys’ overall ability to meet future client requirements as well as delivering immediate benefits to its IT infrastructure management services clients.

Buy-side organizations can access the *End-to-End Cloud Infrastructure Management Services* NEAT tool (*Overall*) [here](#).



Vendor Analysis Summary for Unisys

Overview

Unisys provides cloud solutions regardless of where a client may be in their cloud journey, whether brownfield or greenfield, providing a cloud-agnostic approach to support multi- and hybrid cloud environments. Its solutions are powered by the CloudForte™ platform, Stealth™, and IP, including integration with partners. Unisys invests in AI/ML-enabled client journeys across assessment, migration, provisioning, orchestration, management, operations, and cloud evolution. It enables AI/ML-based decision-making and historical analysis to help drive better business outcomes at each stage of the client journey.

Unisys has invested in its cloud solutions roadmap both organically and inorganically (through M&A). Strategic partnerships focus on repeatability and outcomes for clients. This includes accelerators such as CloudForte CMP to orchestrate across multiple clouds, and CloudForte AI-Ops to reduce incidents through self-healing and automation. Key Unisys cloud solutions include:

- *Enterprise Platform Services*: datacenter management and on-premise ITO services
- *Migration to Hybrid Cloud*: assessment and strategy, migration and transformation, data migration, and data lakes. IP includes CloudForte Navigator and accelerators
- *Application and Data Modernization*: DevSecOps, application modernization, managed services, enterprise applications, and cloud-native application development. IP includes CloudForte Containers
- *Managed Hybrid Cloud*: managed private and public cloud services and digital service management. IP includes CloudForte Cloud Management Platform (CMP) and AI-Ops automation
- *Cloud Evolution*: financial analysis (FinOps), and optimization, and AI-enabled data-driven business analytics
- *Managed Security*: end-to-end managed security capabilities, utilizing multiple IP including Stealth(core), Stealth(identity), and CloudForte Assure
- *Industry & Integrated Offerings*: includes U-Pass, Law Enforcement Messaging System, Fraud, Waste and Abuse System, Child Welfare Information System, VDI, Integrated IoT, ClearPath on Azure, and Infolmage.

Unisys has ~3k FTEs in support of cloud services. These are part of a hybrid delivery team with onsite/best shore resources split by: Americas 30%, EMEA 15%, and APAC 55%. Of these, ~1.5k FTEs have hybrid cloud (public and private cloud) certifications across AWS, Azure, GCP, AliCloud, VMware, and Dell. Dedicated cloud squads include cloud architects, cloud engineers, and DevSecOps engineers. Unisys has created a global virtual cloud experience center with client-driven workshops, POC, and live solution demonstrations. It also has a dedicated AI CoE with locations in Bangalore, India, and the U.S. (PA, MN, CA), with FTEs developing IP and technology evaluation from POC to development and deployment. Through Unisys University, it has a CloudForte certification program.

Unisys has ~275 key clients across cloud infrastructure management services, with an estimated split by geography as follows: North America 50%, EMEA 30%, ROW 20%. Its cloud locations provide a mix of onshore, nearshore, and offshore locations.



Unisys has a vertical industry focus across cloud services, which includes:

- Healthcare: Unisys has developed a cloud-based U-Pass health testing and passport solution with biometric integration with building entry to facilitate a safe return to the office for clients
- Public sector: child welfare, fraud & waste, and law enforcement utilizing CloudForte CMP capabilities to manage hybrid multi-cloud environments and migration and automation capabilities
- Additional packaged solutions for various verticals and regulated industries.

Financials

NelsonHall estimates Unisys' CY 2021 revenues were ~\$2.1bn, and that of this, ~25% (~\$530m) is associated with cloud and infrastructure management services; within that, ~40% (~\$220m) relates to cloud services.

NelsonHall estimates the geographical breakdown of Unisys' cloud infrastructure management services revenues in CY 2021 to be:

- North America: 48% (~\$106m)
- EMEA: 30% (~\$66m)
- APAC: 12% (~\$26m)
- Latin America: 10% (~\$22m).

NelsonHall estimates the vertical industry breakdown of Unisys' cloud infrastructure management services revenues in CY 2021 to be:

- Commercial: 40% (~\$88m)
- Public sector: 32% (~\$70m)
- Financial services: 28% (~\$62m).

Strengths

- Extensive IP and accelerators including CloudForte Assure, CloudForte Navigator, CloudForte CMP, CloudForte AI-Ops, CloudForte Containers, Digital Framework for Transformation, and Unisys Stealth
- Agile migration squads and application migration factory approach
- CloudForte Containers roadmap including Google Anthos, VMware Tanzu, Microsoft Azure Arc, Istio, and Azure Open Service Mesh (OSM)
- Utilizing \$1.2bn from the U.S. Federal business divestment to fund targeted acquisitions across the company including cloud and infrastructure services, in support of application and data modernization
- Investing in AI/ML-enabled client journeys
- Commercial pricing models based on client outcomes



- Driving DevSecOps and SRE culture-based approach to drive modernization through scaled agile
- AI/ML capabilities of Stealth security offering and hybrid-cloud security managed solution (MDR)
- Virtual and physical cloud experience centers to showcase Unisys and partner capabilities and innovation.

Challenges

- Continuing to increase AI-Ops use cases
- It needs to continue to expedite its AI and cognitive capabilities, including self-healing
- Ramping dedicated automation resources and cloud certifications
- A limited number of business consultants.

Strategic Direction

Unisys is looking to expand its cloud infrastructure management services capabilities through the following initiatives over the next 12-18 months:

Investing in and Expanding IP and Accelerators

- Investing in application and data modernization and through M&As (e.g., CompuGain)
- Increasing DevSecOps capabilities and ability to quickly bring applications into production, and automation across the entire lifecycle, including security
- Increasing automation library artifacts, templates, and catalog items into CMP and providing hyper-automation
- Expanding AI-Ops use cases across IP and third-party tools to optimize several operational-rand business-related capabilities
- Increased investment in cloud security services including cyber recovery vault, digital identity (biometrics), and hybrid-cloud security managed solution (MDR) providing AI-enabled threat detection
- Investing in CloudForte Containers with application hosting on cloud-specific K8s frameworks (AKS engagements, AWS Fargate full solution), application hosting on cloud-agnostic multi-cloud K8s and VM frameworks (Hashicorp Consul full solution). Also, organizing and managing microservices in a service mesh (Istio, Azure Open Service Mesh (OSM), and application hosting on hybrid/multi-cloud K8s and VM frameworks (Google Anthos, VMware Tanzu, and Microsoft Azure Arc full solutions)
- Continued focus on measurement of automation effectiveness across assisted automation and auto-resolution and outcomes-driven
- Investments in the distributed cloud include turnkey on-premise and cloud-based distributed cloud/edge solutions and AI/ML data to mitigate multi-cloud complexities and manage SLAs.



Talent and re-skilling

- Increasing the supporting skillsets across AI and cloud architects, data scientists, AI/ML engineers, and automation engineers. This includes full adoption of the SRE model and increased focus on automation
- Enhancing Unisys University (CloudForte certifications) to drive upskilling and re-skilling, including provider-specific training, cloud certifications.

Outlook

Unisys has invested in its cloud solutions with multiple IP and accelerators, including CloudForte, third-party, and cloud-native tools to expedite clients' cloud transformation roadmaps regardless of where they may be in their cloud journey. It has further developed a standardized approach to transformation to drive business outcomes support by virtual and physical cloud experience CoEs. It will need to continue to ramp its consulting and advisory SMEs to support these initiatives.

Unisys sees traction with clients for its agile migration squads and migration factory approach. Its agile squads contain dedicated cloud resources with infrastructure, applications, and analytics resources (cloud engineers, cloud architects, cloud AI/ML engineers). Unisys is also targeting M&A opportunities in support of its application and data modernization capabilities, with a recent example including the acquisition of CompuGain in December 2021. Unisys is utilizing its recent U.S. Federal business sale to fund targeted investments. We expect it to target further bolt-on acquisitions in cloud services, particularly across analytics, automation, and AI.

Unisys continues to invest in its CloudForte capabilities, including the AI/ML capabilities of CloudForte Navigator to AI-enable strategy and recommendations supporting cloud transformation. CloudForte CMP provides a cloud-agnostic control plane, single-click provisioning, and integration with CI/CD-enabled DevSecOps as part of the offering. Unisys is also investing in its CloudForte AI-Ops capability with use cases, including intelligent capacity management, incident management, root cause analysis, and intelligent alerting. It will need to continue expanding its use cases across AI-Ops and further develop capabilities in support of self-healing.

Another key investment includes CloudForte Containers, to automate end-to-end container infrastructure, application modernization, and DevSecOps deployment processes. We expect Unisys to increase its focus in this area and gain further traction in 2022 as it rolls out its container services roadmap. It also focuses on DevSecOps and automation enablement across the entire lifecycle, including security. In support of DevSecOps, it is focused on an SRE-enabled agile model, and it will need to continue to ramp its SRE resources in support of this. Across security, it is investing in AI/ML capabilities with Stealth and its hybrid cloud-managed security solution (MDR).

Another key focus area includes talent and reskilling supported by Unisys University and in supporting skillsets for its agile squads. This includes SREs, data scientists, AI/ML engineers, cloud architects, and automation engineers. It will need to continue ramping its capabilities across these areas to increase cloud-certified SMEs.

Finally, we expect to see more joint IP and GTM offerings with key hyperscalers across Unisys' cloud and infrastructure solutions business.



End-to-End Cloud Infrastructure Management Services

Market Summary

Overview

In the current market for cloud infrastructure management services, vendors are expanding cloud management platforms (CMP) to expedite automation and AI and provide complete toolsets for cloud-native development, adopting an open approach to orchestration including cloud-native template provisioning through APIs; also, focusing on FinOps and cloud optimization, including software-license management and increasing persona-based cloud delivery.

There is increasing focus on DevSecOps and agile, including agile squads making recommendations for modernization, and greater utilization of IaC to expedite creation, deployment, and modernization of applications and infrastructure.

There is also focus on developing new skill-sets including machine coaches, automation and AI architects, cloud-native SMEs, data analytics, and business value specialists. Vendors are also ramping cloud academies, experience centers and site reliability engineers (SRE) to monitor performance of cloud ecosystems through a data-driven approach, and building capabilities and enhancements based on what SRE teams learn from operating cloud environments for clients.

Looking ahead, vendors will increase investment in CMP including dedicated hyperscaler platforms, with more focus on persona-based cloud delivery; plus, more focus on driving containerization (CaaS) and PaaS services at scale, including Kubernetes, Docker, mesh services and serverless architecture. From a cloud-native perspective, application transformation will be driven from multi-tiered apps to microservices-based applications with API gateways and CaaS.

There will be greater focus on developing full-stack organizational structure for delivery of cloud transformation and through productized offerings; also, expanding cloud data services to increase insights and enable new revenue-generating models, with supporting data engineers and dedicated CoEs.

Investment will focus on edge cloud, 5G networks, and hybrid edge data centers connecting edge to the core in support of distributed cloud. In addition, there will be increasing focus on mainframe modernization-as-a-service.

Buy-Side Dynamics

The key decision factors in selecting a vendor to deliver cloud infrastructure management services are:

- Organizations are utilizing cloud infrastructure management services as an enabler for wider digital transformation and to enhance overall experience
- Ability to monitor, manage, automate, and orchestrate in a SaaS-based CMP model across hybrid multi-cloud
- Enabling cloud optimization, including software license management and utilizing cloud-native tools, and enhancing security, governance, and compliance through increased monitoring (secure & compliant ops)



- Utilizing private cloud for business-critical applications
- Ability to scale and optimize workloads; and increased agility, flexibility and resiliency
- Improved visibility, control, and optimization of usage through FinOps
- Utilizing cloud-native architectures to modernize and re-architect applications
- Enabling DevSecOps and agile, including CI/CD pipeline automation and infra as code integration
- Deploying microservices-based applications using Kubernetes orchestration (EKS, AKS, GKE), mesh services and serverless
- Utilizing CaaS and container-managed service model instead of IaaS to reduce cost and get the most out of cloud
- Data-driven, change responsive architecture and everything as an API
- Enabling a real-time data insights-driven approach supported by SREs approving machine recommendations
- Expediting resources building automation use cases, including low code/no code, and system capability by industry, and dedicated automation and AI leads by client account
- Accelerating adoption of DaaS, WaaS, VDI, M365, Cisco WebEx, Win11, AR/XR and driving a human-centric approach across DWS in support of hybrid working and improving employee experience
- Open approach to orchestration including cloud-native provisioning and discovery with cloud APIs (i.e., CloudFormation, Azure ARM, Terraform).

Market Size & Growth

NelsonHall estimates the global end-to-end cloud infrastructure management services market to be ~\$195,200m in 2021. It is expected to grow at 6.5% CAGR to reach ~\$250,805m by 2025.

Success Factors

The key success factors for cloud infrastructure management services vendors include:

- Building a bench of resources with cloud-native development capabilities. In addition, ramping automation architects, machine first developers, cloud architects, business value specialists, hyperscaler SMEs (AI/ML) and SREs in support of hybrid multi-cloud operations
- Utilizing consulting and advisory services early in the process to define clients' cloud transformation roadmap, including cloud-native advisory. This includes modernization from monolithic to microservices, and platform build including cloud-native, to drive an autonomous infrastructure environment
- Expanding agile and DevSecOps capabilities, AI insights, recommendations and automated actions for DevOps process, including governance in support of SDLC. In addition, CI/CD automation, including CI/CD toolchain integration, infra as code (IaC) integration with templates and API-driven architecture, and container as a service (CaaS) with DevOps



- Providing Evergreen services to enable clients to keep up to date with latest hyperscaler features and release updates, including Evergreen CoE to drive adoption of new features. Also, providing support for Windows 365, Windows 11 and Apple DaaS. Increasing modern management cloud-based toolsets including Microsoft Autopilot, Intune, and VMware Workspace ONE
- Using AI-Ops to trigger automation and enable automated remediation, enacting event and incident automation to diagnose and remediate (self-heal) incidents through AI, cognitive bots, and proactive and predictive analytics. Expanding AI-Ops to No-Ops cloud managed services and developing more complex use case creation through ML and training for orchestration and resolver bots
- Expanding catalog-based self-service and bot store for reusable automation assets developed by cloud CoE. Continued development of solution accelerators based on repeatable patterns across the managed services client base. Also, providing a marketplace model enabling clients to add their assets and solve their specific business challenges and choose the service and capabilities required
- Expanding cloud CoEs and innovation labs, and industry-specific cloud offerings. Supporting complex cloud transformation and designing cloud-native architectures through modern design principles. Also, utilizing cloud in support of clients' ESG initiatives and driving carbon neutral agendas
- Utilizing citizen development principles to reduce ongoing IT costs and increase the value of adopting low code platforms (e.g., Microsoft Power Platform), vendors need to ensure they have defined a robust and encompassing capability to support this transformation. This capability should span training the individuals, building foundational tools and processes, and defining governance structures
- Providing single-pane management view and cloud-native PaaS support, including microservices and containers, utilizing APIs to bring tools into the cloud ecosystem including cloud-native provisioning. Enhancing FinOps capabilities in the management of cloud costs, and increasing optimization, monitoring and observability to enhance dashboard performance across the cloud ecosystem
- Developing IP, joint GTM and strategic initiatives with hyperscalers, in particular across AI and ML in support of hybrid multi-cloud support from both an industry and client-specific level. Also, developing use cases in the management of hybrid edge data centers and 5G. In addition, expanding partnerships with start-ups, in particular in support of cloud-native PaaS services.

Challenges

- Clients are placing greater focus on expediting cloud migration and modernization initiatives, across mainframe, applications and cloud-native. They need to better utilize analytics to drive decision making and enable IT infrastructure landscape insights. They want to better utilize hyperscaler modernization capabilities to design and deliver full-stack cloud-native apps and re-architect existing workloads to the cloud; also, to move from multi-tiered apps to microservices-based apps with API gateways and utilize containerization as a service (CaaS), and immutable code and serverless (PaaS)
- Clients want vendors to enable AI-based operations, utilizing ML, predictive analytics and AI-Ops platforms to enable full-stack monitoring of resources on-premise and in the cloud; also, deploying cognitive patterns to detect anomalies, reduce noise and alerts across operations. They want to utilize an SRE-led cloud operating model combined with DevSecOps and AI-Ops to enable integrated programmable infrastructure; also, increasing



automation bots across IT infrastructure to self-heal. Clients need a single control plane for multi-cloud management and AI-Ops across hybrid multi-cloud environments. In addition, greater use of self-healing and analytics to support AI-Ops to No-Ops

- Clients are looking to align talent strategies to business needs, market, and technology trends. They want vendors to help them to develop a cloud-native culture across the enterprise to attract skills required. In addition, to use cloud as a catalyst for change across the enterprise with, for example, the reskilling of infrastructure specialists to become full-stack architects. They need to increase access to hyperscaler certified resources to support infrastructure and application modernization roadmaps. Vendors need to ramp digital re-skilling initiatives to enable more productivity for clients and a greater focus on purpose, wellbeing, experience and sustainability as primary drivers for enterprises
- Clients are increasingly looking for vendors to demonstrate the innovation they bring to cloud RFPs through IP, methodologies, toolsets, innovation hubs, and ecosystem partnerships. They want vendors to focus on innovation in the cloud roadmap planning stages to develop solutions to meet specific business requirements. In addition, providing continuous innovation and optimization and cross-functional teams managing backlogs to optimize workloads and identify improvement opportunities. Clients are looking for innovation in support of infrastructure, development, governance, and security.

Outlook

The future direction for cloud infrastructure management services will include:

- Vendors will increase investment in CMP, including dedicated hyperscaler platforms, and more focus on persona-based cloud delivery. More focus on driving containerization (CaaS) and PaaS services at scale, including Kubernetes, Docker, mesh services and serverless architecture. From a cloud-native perspective, driving application transformation from multi-tiered apps to microservices-based applications with API gateways and CaaS
- Greater focus on developing full stack organizational structure for delivery of cloud transformation and through productized offerings. Also, expanding cloud data services to increase insights and enable new revenue-generating models, with supporting data engineers and dedicated CoEs
- Investing in edge cloud, 5G networks, and hybrid edge data centers connecting edge to the core in support of distributed cloud. In addition, increasing focus on mainframe modernization-as-a-service
- Increased focus and investment in sustainability and IP and management services to help clients reduce their IT and carbon footprints; including continuous monitoring through CMP, Green apps and observability tools
- Expanding AI-Ops to No-Ops cloud infrastructure managed services and developing more complex uses cases. Also, next-gen cloud management observability based on AI-Ops, and using ML for real-time data center monitoring
- Vendors will expand AI, ML, and analytics investments to provide greater insights on workflows and informed decisions on cost reduction, including landing zones and automating the decision on where deployments go
- More demand for self-funded cloud transformation in collaboration with hyperscalers including joint IP and GTM, and committing to reduce costs on day one, and free up budget to reduce TCO and drive the acceleration of cloud adoption



- Vendors will increase networks of innovation hubs and Cloud CoEs to deliver collaboration sessions in close proximity to clients. They will expand site reliability engineering approach as the default to manage end-to-end cloud services in a highly automated way. XLAs will become standard alongside SLAs.



NEAT Methodology for End-to-End Cloud Infrastructure Management Services

NelsonHall's (vendor) Evaluation & Assessment Tool (NEAT) is a method by which strategic sourcing managers can evaluate outsourcing vendors and is part of NelsonHall's *Speed-to-Source* initiative. The NEAT tool sits at the front-end of the vendor screening process and consists of a two-axis model: assessing vendors against their 'ability to deliver immediate benefit' to buy-side organizations and their 'ability to meet client future requirements'. The latter axis is a pragmatic assessment of the vendor's ability to take clients on an innovation journey over the lifetime of their next contract.

The 'ability to deliver immediate benefit' assessment is based on the criteria shown in Exhibit 1, typically reflecting the current maturity of the vendor's offerings, delivery capability, benefits achievement on behalf of clients, and customer presence.

The 'ability to meet client future requirements' assessment is based on the criteria shown in Exhibit 2, and provides a measure of the extent to which the supplier is well-positioned to support the customer journey over the life of a contract. This includes criteria such as the level of partnership established with clients, the mechanisms in place to drive innovation, the level of investment in the service, and the financial stability of the vendor.

The vendors covered in NelsonHall NEAT projects are typically the leaders in their fields. However, within this context, the categorization of vendors within NelsonHall NEAT projects is as follows:

- **Leaders:** vendors that exhibit both a high capability relative to their peers to deliver immediate benefit and a high capability relative to their peers to meet future client requirements
- **High Achievers:** vendors that exhibit a high capability relative to their peers to deliver immediate benefit but have scope to enhance their ability to meet future client requirements
- **Innovators:** vendors that exhibit a high capability relative to their peers to meet future client requirements but have scope to enhance their ability to deliver immediate benefit
- **Major Players:** other significant vendors for this service type.

The scoring of the vendors is based on a combination of analyst assessment, principally around measurements of the ability to deliver immediate benefit; and feedback from interviewing of vendor clients, principally in support of measurements of levels of partnership and ability to meet future client requirements.

Note that, to ensure maximum value to buy-side users (typically strategic sourcing managers), vendor participation in NelsonHall NEAT evaluations is free of charge and all key vendors are invited to participate at the outset of the project.



Exhibit 1

‘Ability to deliver immediate benefit’: Assessment criteria

Assessment Category	Assessment Criteria
Offering	<ul style="list-style-type: none"> Cloud platform functionality Cloud management including migration and observability capabilities Cloud orchestration capabilities including cloud-native provisioning Industry specific cloud offerings, including re-usable assets and blueprints Cloud AI-Ops capabilities API and data-driven services in support of hybrid multi-cloud Advanced analytics, cognitive and ML capabilities in support of hybrid multi-cloud
Delivery	<ul style="list-style-type: none"> Cloud Infra Mngt North America delivery capabilities Cloud Infra Mngt EMEA delivery capabilities Cloud Infra Mngt APAC delivery capabilities Cloud Infra Mngt LatAm delivery capabilities Dedicated cloud SMEs, architects, engineers, hyperscaler-certified, and SREs Dedicated cloud CoEs, experience centers and innovation hubs Ability to provide IP and accelerators in support of Cloud Infra Mngt Services Ability to incorporate DevOps and agile methodologies in cloud services Extent of third-party and hyperscaler partnerships in support of Cloud Infra Mngt Services Ability to provide advanced analytics, cognitive, and ML in support of hybrid multi-cloud ecosystem
Presence	<ul style="list-style-type: none"> Scale of Ops - Overall Scale of Ops - NA Scale of Ops - EMEA Scale of Ops - APAC Scale of Ops -LatAm Number of clients overall for Cloud Infra Mngt Services
Benefits Achieved	<ul style="list-style-type: none"> Improvement in infrastructure and application performance, reliability and availability Level of cost savings achieved Improved access to next-gen cognitive capabilities Increased end-user/business satisfaction Improved speed of problem resolution



Exhibit 2

‘Ability to meet client future requirements’: Assessment criteria

Assessment Category	Assessment Criteria
Overall Future Commitment to Cloud Infrastructure Management Services	Financial rating Commitment to Cloud Infra Mngt Commitment to innovation in Cloud Infra Mngt
Investments in Cloud Infrastructure Management Services	Investment in IP and platforms in support of cloud infrastructure management services Investment in cloud management across IaaS, PaaS, SaaS and CaaS Investment in cloud orchestration including cloud native services Investment in industry-specific offerings, cloud assets and blueprints Investment in support of cloud AI-Ops managed services Investment in support of hyperscaler GTM initiatives Investment in analytics, cognitive and ML services
Ability to Partner and Evolve Services	Key partner Ability to evolve services

For more information on other NelsonHall NEAT evaluations, please contact the NelsonHall relationship manager listed below.



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Sales Enquiries

NelsonHall will be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager:
 Beth Lindquist at beth.lindquist@nelson-hall.com

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