IDC MarketScape

IDC MarketScape: Worldwide Network Consulting Services 2019 Vendor Assessment

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THIS IDC MARKETSCAPE EXCERPT FEATURES HEWLETT PACKARD ENTERPRISE

IDC MARKETSCAPE FIGURE

FIGURE 1

IDC MarketScape Worldwide Network Consulting Services Vendor Assessment

Source: IDC, 2019

Please see the Appendix for detailed methodology, market definition, and scoring criteria.
IN THIS EXCERPT

The content for this excerpt was taken directly from IDC MarketScape: Worldwide Network Consulting Services 2019 Vendor Assessment (Doc # US44532219). All or parts of the following sections are included in this excerpt: IDC Opinion, IDC MarketScape Vendor Inclusion Criteria, Essential Guidance, Vendor Summary Profile, Appendix and Learn More. Also included is Figure 1.

IDC OPINION

This IDC study represents the vendor assessment model called an IDC MarketScape. This research is a quantitative and qualitative assessment of the characteristics that explain a vendor's current and future success in the marketplace. This IDC study assesses the capabilities and strategies of many prominent network consulting firms. This evaluation is based on a comprehensive framework and a set of parameters expected to be most conducive to success in providing network consulting services in both the short term and the long term. In this study, IDC has given additional weighting for the vendor's future view and strategic direction. Network consulting services are an evolving market, and the reader will find it valuable to understand where the participants are heading directionally. As one would expect of market leaders, overall, the participant firms performed very well on this assessment as the services firms globally that have met the defined criteria have been selected because they have met the required criteria.

Once again, IDC examined the participants' capabilities and strategies for helping their customers transform their networks as well as their businesses, technology, and operational processes, which are underpinned by the strength of their network and being transformed by their network. Key themes demonstrated by leaders in this study are as follows:

- Offer breadth and depth
- Ability to deliver on a global scale
- Defined and repeatable methodology
- Strategically hiring, reskilling, and training talent
- Investment in automation and tools for efficient service delivery
- Helping customers succeed with technology, operational, and business outcomes

Key findings include:

- There is a significant investment in tools, automation, platforms, and technologies for efficient, intelligent, and value-added service delivery globally coupled with local touch
- Participants continue to be challenged to find, enable, and retain the right talent for consulting-led engagements, but have built mechanisms and programs to address this issue.
- Study participants continue to invest in technology expertise, along with partner ecosystem expansion for network innovation and certifications.
- Development of new offers is based on customer requirements for solving current and future business, technology, and operational challenges.
- End users in this study state they want to see a tighter link or more closed loop accountability between up-front consulting and project delivery for greater customer satisfaction.
- End users state that overall capabilities still matter. They view their partners holistically across business, technology, and operational expertise.
IDC MARKETSCAPE VENDOR INCLUSION CRITERIA

This IDC MarketScape includes analysis of worldwide network consulting firms, those with broad portfolios spanning IDC's network consulting services research coverage with global or regional importance. This assessment is designed to evaluate the characteristics of each firm — not solely the size or the breadth of services. It is conceivable, and in fact the case, that small focused firms can compete with larger firms on an equal footing. As such, this evaluation should not be considered a "final judgment" on the firms to consider for a project. An enterprise's specific objectives and requirements will play a significant role in determining which firms should be considered as potential candidates for an engagement.

Vendors were included in this research if they met the following criteria:

- Network consulting revenue of $25 million or more
- Global delivery capabilities across North America (NA); Europe, the Middle East, and Africa (EMEA); Asia/Pacific (APAC); and Latin America (LATAM) regions
- Network consulting services surrounding the following solution areas:
  - Mobility
  - Video/collaboration/conferencing (UCC)
  - Customer experience solutions including service desk and contact center
  - Datacenter networking
  - SDN/NFV/network virtualization
  - SD-WAN/hybrid WAN/multicloud
- Network consulting services portfolio that spans assessment, design, and continuous improvement

ADVICE FOR TECHNOLOGY BUYERS

Networking, IT, and business requirements demand solutions that work holistically within an enterprise. These solutions are often complex and will require input from a broad spectrum of domains and stakeholders throughout the enterprise. Thus network consulting projects are often complex, transformative, and differentiated. To maximize value and minimize disruption as an enterprise moves through a network transformation project, enterprise decision makers must:

- Ensure a services firm can strategically prioritize and interlink networking, operational, and business requirements.
- Bring together disparate stakeholders and influencers to ensure linkage between the business and the technology.
- Select a partner that can deliver the project in a globally consistent manner that may involve a variety of commercial arrangements and consumption models that are appropriate for each business case and organizational structure.
- The services partner can define and deliver repeatable methodologies for technology, operational, and business outcomes.
- A services firms can illustrate a closed loop feedback cycle between network consulting and project delivery. This study only focuses on network consulting.
A services firm can articulate investments in new technologies, processes, and tools for efficient, secure, and intelligent service delivery.

VENDOR SUMMARY PROFILE

This section briefly explains IDC's key observations resulting in a vendor's position in the IDC MarketScape. While every vendor is evaluated against each of the criteria outlined in the Appendix, the description here provides a summary of each vendor's strengths and challenges.

Hewlett Packard Enterprise

Per IDC analysis and customer feedback, HPE Pointnext Services is positioned as a Leader in this 2019 worldwide IDC MarketScape on network consulting services.

HPE Pointnext Services has more than 25,000 IT experts coupled with a robust partner network, who deliver services in 80 countries around the globe. Since its introduction, the portfolio and the value proposition have continually aligned to meet new customer challenges and business, operational, and technology requirements. The portfolio offerings include solutions that are edge centric, data driven, and cloud enabled, all underpinned by a modern network that has been architected to be pervasive and intelligent and automated and secure. In addition, HPE Pointnext Services has also evolved its portfolio to address other key customer requirements such as the ability to consume services "as a service," increase speed and offer real-time experiences, and deliver on business outcomes all surrounded by robust security.

HPE Pointnext Services recently combined its Global Services Delivery with its advisory and professional services to expand its capabilities for delivering standardized service delivery globally. Along with the combination of skills and best practices, it has also introduced the HPE Digital Transformation Framework (DTF), which is a new innovative way to capture and organize client requirements in a multidisciplinary context. The DTF platform allows consultants and architects the ability to collaborate more effectively for faster time to solutioning and acts as repository for best practices among clients, consultants, architects, and business stakeholders. The knowledge captured can be reused and transferred into repeatable solutions along with leveraging new learnings.

HPE Pointnext Services is continually evolving and expanding its offerings by providing its own HPE-based networking solutions as well as a full breadth of multivendor services. HPE Pointnext Services offers new consumptions models such as HPE GreenLake for flexible-as-a-service consumption and investments to broaden its consulting capabilities for cloud and hybrid cloud (including its acquisitions of Cloud Technology Partners and Red Pixie); develops a full stack of services to support "things" networking, compute, and storage, data, and applications; and builds new fabric topologies to support the edge through to the cloud.

Strengths

Worldwide, buyers of network consulting services regard HPE Pointnext Services as particularly strong for improving compliance, faster time to market with new services and solutions, and development of new revenue streams and growth strategies. An HPE Pointnext Services customer states, "Worked very closely with us in meeting objectives and worked with other third parties. Delivery methodology was agile." And another customer says, "Always proactive and responsive and able to respond in a timely."
In addition, end users from the IDC study state that "they really helped us achieve our goals" and "staff and customer linkage was perfect."

**Challenges**

HPE Pointnext Services has evolved, expanded, and modernized its portfolio of offers in line with product teams and has made efforts since its launch to broaden customer awareness of HPE and its GreenLake consumption offers. The company would do well to continue to amplify these messages as the market is becoming more crowded and competitive.

**APPENDIX**

### Reading an IDC MarketScape Graph

For the purposes of this analysis, IDC divided potential key measures for success into two primary categories: capabilities and strategies.

Positioning on the y-axis reflects the vendor's current capabilities and menu of services and how well aligned the vendor is to customer needs. The capabilities category focuses on the capabilities of the company and product today, here and now. Under this category, IDC analysts will look at how well a vendor is building/delivering capabilities that enable it to execute its chosen strategy in the market.

Positioning on the x-axis, or strategies axis, indicates how well the vendor's future strategy aligns with what customers will require in three to five years. The strategies category focuses on high-level decisions and underlying assumptions about offerings, customer segments, and business and go-to-market plans for the next three to five years.

The size of the individual vendor markers in the IDC MarketScape represents the market share of each individual vendor within the specific market segment being assessed.

### IDC MarketScape Methodology

IDC MarketScape criteria selection, weightings, and vendor scores represent well-researched IDC judgment about the market and specific vendors. IDC analysts tailor the range of standard characteristics by which vendors are measured through structured discussions, surveys, and interviews with market leaders, participants, and end users. Market weightings are based on user interviews, buyer surveys, and the input of IDC experts in each market. IDC analysts base individual vendor scores, and ultimately vendor positions on the IDC MarketScape, on detailed surveys and interviews with the vendors, publicly available information, and end-user experiences to provide an accurate and consistent assessment of each vendor’s characteristics, behavior, and capability.

### Importance of Technology, Operational, and Business Outcomes for End Users

A significant and unique component of this evaluation is the inclusion of the perception of network consulting buyers to highlight key characteristics of network consulting capabilities of the evaluated providers. This insight is captured in a broad-based random global end-user survey of network consulting firm clients and reveals key insights regarding the capabilities of the individual firms. The broad survey also provides key insights into the kinds of issues that enterprises are engaging consultants to help address. Coupled with this web-based end-user survey is a significant effort to speak live with as many actual customers of the participants as possible.
Worldwide network consulting buyers consider improving network security, increasing operational efficiency, and accelerating digital transformation as among the top network transformation priorities. Regionally, North America and EMEA buyers turn to third-party services firms most often for digital transformation, while in LATAM and APAC, buyers leverage operational efficiency and business agility capabilities, respectively.

Based on these priorities, enterprise customers worldwide see improving network security and operational efficiency as still core requirements for selecting a network consulting services partner.

**Market Definition**

Network consulting and integration services (NCIS) are defined as those activities associated with planning, designing, and building local and wide area data networks (commonly known as LANs and WANs), including multiservice, converged wireless, and wireline networks that allow voice, video, and data applications (such as VoIP and unified messaging) to be propagated across a single, common infrastructure. This study specifically focuses on these services for the enterprise, as defined in the sections that follow.

**Enterprise Network Consulting and Integration Services**

The enterprise market consists of public and private organizations that typically procure project-based network consulting and integration services (NCIS), including design, integration, and optimization services around their corporate voice, data, video, and datacenter infrastructures to serve the needs of their employees. Enterprise IT organizations have historically procured networking solutions (products and services) from one of three sources: network equipment suppliers and their channel partners, systems integrators, and telecom service providers.

And more specifically, this study focuses only on network consulting services and includes the following services activities:

- Strategy workshops
- Network assessment
- Network inventory
- Network design
- Network configuration
- Network security consulting
- Capacity planning
- Network performance analytics
- Network tuning
- Network testing
- Operations assessment
- Needs assessments
- Process improvement
- Benchmarking
LEARN MORE

Related Research

- *Design Thinking Principles Enhance Enterprise Network Life-Cycle Services* (IDC #US44515818, December 2018)
- *Reimagining CX Opportunities for Network Life-Cycle Services Firms: A New Paradigm to Grow Sales, Services, and Customer Relationships* (IDC #US44433818, November 2018)

Synopsis

This IDC study uses the IDC MarketScape model to provide an assessment of several providers participating in the worldwide network consulting services market. IDC MarketScape is an evaluation based on a comprehensive framework and a set of parameters that assesses providers relative to one another and to those factors expected to be most conducive to success in each market in both the short term and the long term.

"While the participants in this study are highly capable of delivering network consulting services, the study aims to differentiate those consulting firms that are investing to be ahead of the market and meeting customers' needs. This requires a strategic road map for helping enterprise customers innovate, differentiate, and compete on technology, operational, and business playing fields. To do this successfully, network consulting firms must have the right mix of people, process, and technology to meet the demand," said Leslie Rosenberg, research vice president, Network Life-Cycle Services.
About IDC

International Data Corporation (IDC) is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications and consumer technology markets. IDC helps IT professionals, business executives, and the investment community make fact-based decisions on technology purchases and business strategy. More than 1,100 IDC analysts provide global, regional, and local expertise on technology and industry opportunities and trends in over 110 countries worldwide. For 50 years, IDC has provided strategic insights to help our clients achieve their key business objectives. IDC is a subsidiary of IDG, the world's leading technology media, research, and events company.

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