

Data centre wholesale strategies

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Abstracts

Wholesale data centre providers are enjoying strong demand for their services. They provide the physical environment for a wide range of virtual (or cloud) services including content creation and distribution, massively multi-player online games, internal IT processes and other latency-sensitive services that have geographically disparate users. This market continues to grow despite the current economic downturn. That dynamic will drive increased competition and consolidation.



Contents

EXECUTIVE SUMMARY

IN A NUTSHELL

OVUM VIEW

KEY MESSAGES

DATA CENTRES HAVE EVOLVED FROM REAL ESTATE TO OFFER MANAGED IT AND TELECOMS SERVICES

MOST DATA CENTRES ARE WHOLESALERS EVEN THOUGH THEY CONSIDER THEMSELVES RETAILERS

DATA CENTRE PROVIDERS NEED TO DEVELOP STRATEGIES, SERVICES AND MARKETING MESSAGES FOR EACH TARGET CUSTOMER SEGMENT ECONOMIC FLUCTUATIONS CAN POSITIVELY INFLUENCE BUSINESS GROWTH SIS CAN REPRESENT AS MUCH AS 15% OF A DATA CENTRE'S REVENUES SURVIVAL OF THE FITTEST

DIFFERENTIATION DYNAMICS

DATA CENTRE OVERVIEW

HOSTING 'THE CLOUD'

WHOLESALE DATA CENTRE STRATEGIES

RESEARCH METHODOLOGY

DEFINING WHOLESALE OPPORTUNITIES

BASIC CO-LOCATION DATA CENTRES

REAL-ESTATE DATA CENTRES

VALUE-ADDED DATA CENTRES

TARGET CUSTOMERS

SEGMENT-SPECIFIC SERVICE STRATEGIES

CARRIERS

CONTENT CREATORS AND DISTRIBUTORS

ENTERPRISES

MMOGS

SYSTEMS INTEGRATORS

SERVICE OFFERS AND BUNDLES

BUILDING ON CORE SKILLS

GENERAL PRICING TRENDS

UTILITY PRICING CAN OFFER FLEXIBILITY

PARTNERS HELP BUILD COMPLEMENTARY CAPABILITIES

LOCATION DYNAMICS

INCENTIVES FOR LOCATION

BARRIERS TO ENTRY



BUYING A WAY INTO THE MARKET

COMPETITIVE ENVIRONMENT

BLURRING COMPETITIVE BOUNDARIES

COMPETITIVE TRENDS AND PRESSURES

IT AND SOFTWARE-AS-A-SERVICE INTRODUCE NEW COMPETITORS

DIFFERENTIATORS

GREEN IT AS A DIFFERENTIATOR

SERVICES ON DEMAND

GLOBALISED RESOURCES

OTHER DIFFERENTIATORS

REGULATORY ISSUES

ECONOMIC FACTORS

CREDIT CRUNCH COULD CATALYSE GROWTH

FUTURE OUTLOOK

CONSOLIDATION TO PEAK DURING 2010–11



List Of Tables

LIST OF TABLES

Table 1: Interviewed data centre companies



List Of Figures

LIST OF FIGURES

Figure 1: Data centres, services and customers



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