



IT Cloud Solutions

2012

solving the value equation

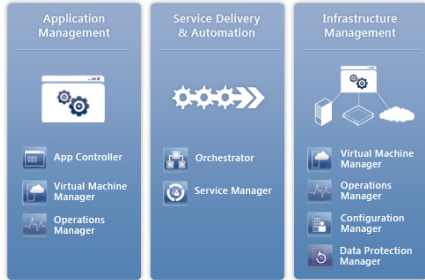


Microsoft Systems Center Landscape

There are approximately 200 Microsoft providers providing cloud infrastructure management, monitoring, setup, and optimization services in the USA¹. Of these professional service firms the market is grouped into several tiers.

- Large IT consulting service providers which provide cloud solutions (\$50 to \$500M).
- Niche providers which focus primarily on cloud solutions (At least two dozen of these firms focus on Microsoft Systems Center with revenues ranging from \$1 to \$50M).

System Center 2012 Capabilities and Components



Capabilities	Components
Application Insight	new App Controller
Service Management	Service Manager
IT Process Automation	new Orchestrator
Virtual Workload Provisioning	Virtual Machine Manager
Backup & Recovery	Data Protection Manager
Monitoring	Operations Manager
Configuration	Configuration Manager

Niche Microsoft Systems Center solution providers market landscape:

Annual Revenue	Company	Locations	Competencies
35	Leveraging technology to connect people to ideas	3= Irving, TX, Englewood, CO	Specialties Elite Microsoft Online Services partner, BPOS/Office365,
25	The Common Language of IT	3= CA, DC, China	Technopedia
16	the Pioneers of Privileged Identity ManagementSM,	LA & Austin	Privileged Identity Management, Password Management, IT Security,
15	SI for Microsoft Systems Center Operations Manager	2 = VA + London UK	Application Performance Management, Business Service Manageme
13	Business Systems Agility	1 GA	virtualization, cloud migration, server provisioning, cloud onboarding, r
10	IT supply chain, and business process consultin	2= The Woodlands + London	Application Packaging and Lifecycle Management, Technology Supp
10	Technology & Business Solutions	1	Technology and Business Strategies & Solutions, Cloud Solutions, F
9	Creative Technology	2 = DC & Albuquerque New	IT Support, Managed Service Provider, IT Strategy, Online Strategy, /
9	Service Management Optimization	1 NC	MSFT Systems Center, MAST Active Directory, VMWare
6	business, technology, creative and staffing services	1 Bellvue	Mobile, SharePoint, Cloud, Custom Development, Business Intelliger
5	Technology Consultants	2 in MI	Technology, Computer, Windows, Microsoft, System Center, ShareP
5	Twenty Years of Gold Level Service...	2 = LY & OH	Microsoft Gold Partner, Technology Services Provider, Cincinnati, OH
5	Enabling Intelligent Enterprises	2 = India + CA	Enterprise Content Management, SharePoint 2010, SQL Server 2008
5	Enabling companies to grow through technology	1 CT	Infrastructure Solutions, Unified Communications, Business Producti
4	Microsoft System Center technologies	Canada + US + UK + Franc	Microsoft System Center technologies
4	Security, Training and Development service provide	Buffalo, New York; Toronto,	Training, Systems Integration, Consulting, Hosting and Application D
4	Adaptive Responsive Strategic	4 = CA, NJ, FL, AZ	Gold Messaging, Portals, Identify and security and Virtualization, Mic
4	The Science of Infrastructure	3 = NC, GA	Microsoft Infrastructure Services, Messaging & Collaboration, Securit
3	MSFT System Center Reporting	2 = Canada + CA	Microsoft System Center Reporting, Software License Tracking, Micr
2	MSFT Dynamics NAV Gold Certified Partner	3 = Miami, NYC, Atlanta	Gold Certified Microsoft Business Solution Center + Navision, ERP, (
1	Smart People Smarter Solutions	3 = San Diego, San Fran, S	system center, Microsoft System Center, Microsoft Service Manager
1	Microsoft IT Consulting	1 TX	Microsoft IT Consulting
1	IT Security and Compliance	1 TX	IT GRC, System Center, Security Auditing, Operations Manager
1	Systems Center Services	1 Seattle	Microsoft System Center Implementation and Training, The System C
1	Cloud Management Platform for SmartMigration	1 AZ	DDC Control Panel, Windows SQL Server, Hyper-V

Microsoft Cloud ²Solutions Landscape:



¹ System Center 2012 helps you manage your IT environments across traditional datacenters, private and public clouds, client computers, and devices.

² The Microsoft vision is: "IT-as-a-Service from Virtualized Datacenter to the Cloud", which encompasses the entire spectrum of cloud offerings (private, hoster and public) to turn infrastructure, platform and software into services, all supported by a common development, identity, security and management platform. Today, Microsoft is the only provider offering a commercial SaaS offering (Office 365), a public cloud computing platform (Windows Azure Platform) and a private cloud solution that works with both of them. Office 365 features the applications customers are familiar with like Exchange email and SharePoint collaboration, delivered through Microsoft's cloud. Windows Azure is a cloud computing platform.