Canadian Managed Cloud Services

IDC's *Canadian Managed Cloud Services* program examines both the traditional asset-based model of IT outsourcing and datacenter hosting and the emergence of alternative sourcing models such as cloud computing and as-a-service delivery. This research identifies the latest trends affecting the market and reveals the principles of next-generation models such as the dissemination of IT services, how companies are leveraging outsourcing and managed services to reshape the way they do business, and how these trends will impact the existing marketplace and create opportunities for a range of new and emerging cloud service providers.

MARKETS AND SUBJECTS ANALYZED

- IT, applications, and network and endpoint outsourcing services
- Datacenter and hosting services
- The strategic value of third-party services
- The alignment of sourcing strategies with IT and business objectives
- The partner and wholesale ecosystem
- Sourcing models such as selective sourcing and multisourcing
- Role of outsourcing advisors and competitive analysis
- Sales, marketing, and customer service strategies
- The strengths and challenges of market leaders and newcomers

CORE RESEARCH

- Forecast, size, and growth for Canadian IT, applications, network and endpoint, and hosting infrastructure services
- Forecast, size, and growth for Canadian managed cloud services
- Competitor analysis of managed service providers
- Buyer studies on the adoption of managed cloud services
- Thought leadership on the evolution of the managed cloud services market in Canada

In addition to the insight provided in this service, IDC may conduct research on specific topics or emerging market segments via research offerings that require additional IDC funding and client investment. To learn more about the analysts and published research, please visit: Canadian Managed Cloud Services.

KEY QUESTIONS ANSWERED

1. What is the revenue opportunity for the provision of IT managed services in Canada?
2. What are the competitive market positions and perceptions of major managed cloud service providers?
3. Which cloud service providers are best positioned to partner with to increase market share?
4. How can vendors best differentiate themselves in the market?
5. What are the challenges of network and endpoint management, and how are Canadian businesses addressing this fundamental IT activity?
6. What are the best approaches to expand markets and services?
7. How can companies best leverage the portfolio of outsourced services and cloud service providers?
8. What forces are changing the way applications are deployed, and how will these forces affect vendors and customers in this space?

COMPANIES ANALYZED

This service reviews the strategies, market positioning, and future direction of providers in the Canadian managed IT services market, including:

Accenture, Acronym Solutions, Aptum Technologies, Atos, BCE, Capgemini, Carbon60, CDW, CentriLogic, CGI Group, Cologix, Deloitte, DXC Technology, Equinix, eStruxture, HCL, Hut 8 Mining, IBM, Infosys, KPMG, Kyndryl, NTT DATA, OVHcloud, PwC, Rackspace, Rogers Communications, Softchoice, Tata Consultancy Services, TELUS, and Wipro.