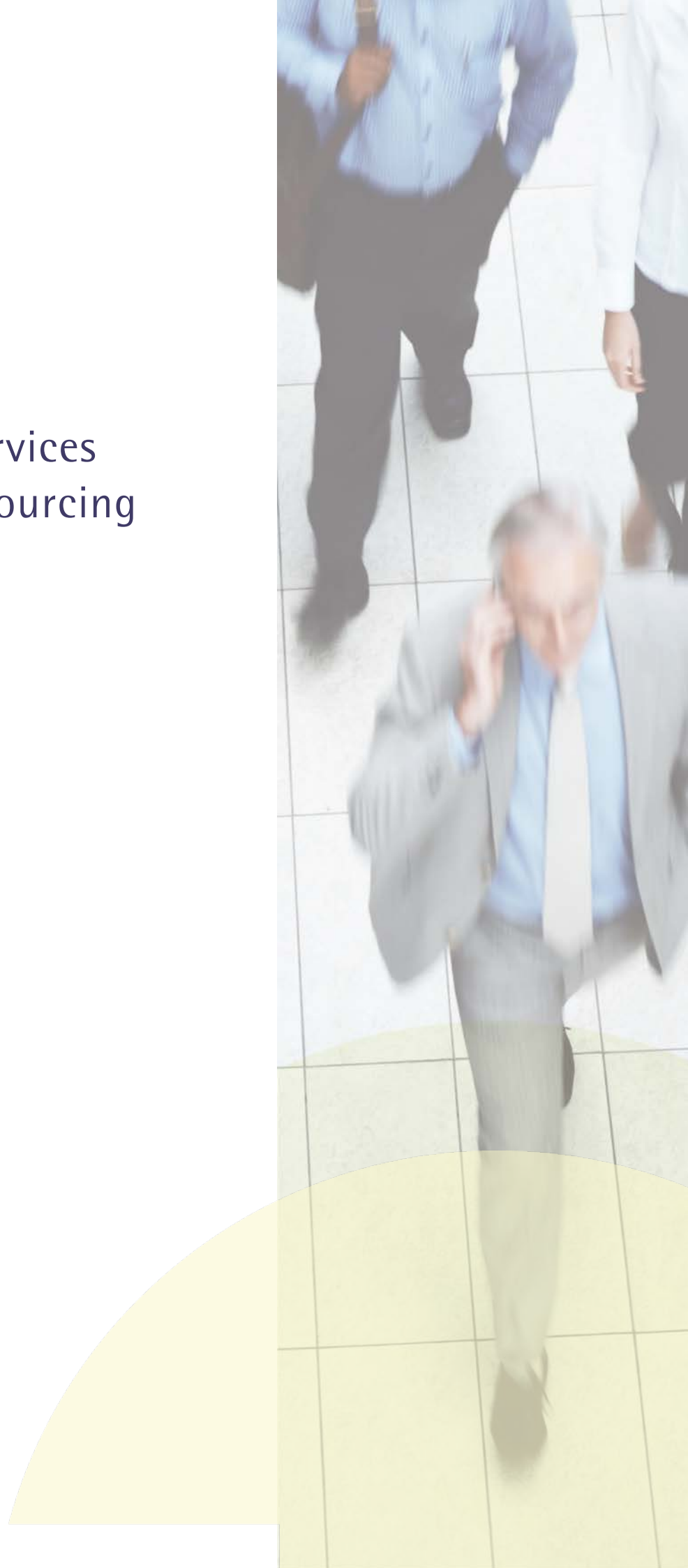# HP Enterprise Services Application Outsourcing

Vendor Assessment
Report Abstract

September 2012

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14 pages

Who Is This Vendor Assessment For?

NelsonHall's Application Outsourcing Vendor Assessment for HP is a comprehensive assessment of HP's application outsourcing offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of recruitment process outsourcing and identifying vendor suitability for IT services, end-user computing services and virtual desktop technology and services

- Vendor marketing, sales and business managers looking to benchmark themselves against their peers

- Financial analysts and investors specializing in the IT services sector.

Key Findings & Highlights

In late 2010, HP introduced its NextGen Applications Management (NextGen). NextGen is more a commercial and governance model than a new service offering. It includes the traditional maintenance, support and enhancement services, portfolio management and rationalization, transition services.

HP's NextGen's Applications Management is designed to transition clients from a personnel-based approach to a managed service, removing staff augmentation elements of an application maintenance contract, moving from on-site delivery towards software maintenance factories, whether onshore, nearshore or offshore. Eventually, the purpose of NextGen is to increase the level of personnel involved in cross-contracts (within a larger client) or cross-client activities.

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February 2012

Scope of the Report

The report provides a comprehensive and objective analysis of HP's application outsourcing offerings, capabilities, and market and financial strength, including:

- Analysis of the company's offerings and key service components

- Revenue estimates

- Identification of the company's strategy, emphasis and new developments

- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts

- Analysis of the company's strengths, weaknesses and outlook.

Report Length

14 pages

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Application Outsourcing Vendor Assessments:

Published: Amdocs, Atos, Capgemini, Steria and TCS

Forthcoming: Cognizant, IBM, Infosys, and Wipro.