



Dell Services Digital Transformation

Case Studies
Report Abstract

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4 pages

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Who Is This Vendor Assessment For?

NelsonHall's Digital Transformation case studies on Dell Services provide examples of the organization's ability to transform a client's IT operations to capture digital opportunities. The case studies are designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for digital transformation projects
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IT services industries and willing to understand model and growth opportunities around digital transformation.

Key Findings & Highlights

This report includes two digital case studies: one U.S. university and one U.S. museum.



Contents

The full vendor assessment consists of four pages, including the following sections for each case study:

1. Background
2. Business Challenge
3. Nature of Transformation
4. Benefits Achieved
5. Outlook

Report Length

4 pages

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