Steria
Virtual Desktop Services and BYOD

Vendor Assessment
Report Abstract

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6 pages

Who Is This Vendor Assessment For?

NelsonHall's Virtual Desktop Vendor Assessment for Steria sis a comprehensive assessment of Steria's virtual desktop offerings and BYOD and capabilities designed for:

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

Steria is a Paris–headquartered IT and BPO services vendor. The company had in 2012 revenues of ~€1.8bn. It operates in four main geographies: the U.K., France, Germany and Scandinavia (mostly Norway). Steria had a headcount of ~19,500 at end of H1 2013, of which ~5,000 in India.

Steria is a significant provider of desktop services. The company services ~250k desktops.

Steria officially launched its Workplace On Command (WOC) in February 2012. Steria has positioned WOC as an offering to respond to its clients needs in terms of virtual desktop and PC and tablet mobility needs.

Steria's WOC is a relatively packaged service offering with

- Preferred reliance on a Steria's defined architecture and pre–integrated software products

- A pay–per–use model

- A service portal.

The company has a different offering around smart phone mobility.

WOC is part of Steria's cloud computing offering, which also includes its Infrastructure On Command (IOC) launched in April 2010.

Both WOC and IOC share common features including reliance on technology products from Microsoft, Cisco and VMware; a pay–per–use model; usage of portals; and the willingness to provide a relatively packaged service offering.

Aside from its WOC offering, Steria has over the years provided virtual desktop services, mostly based on server–based computing architectures.

NelsonHall estimates that ~5% (~12k) of all desktops managed by Steria are thin clients or virtual desktops. In addition, Steria will a NelsonHall estimated ~2k WOC seats by the end of 2013.

Scope of the Report

The report provides a comprehensive and objective analysis of Steria's virtual desktop and BYOD 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.

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Vendor Assessments Also Available for:

Atos, CGI, Getronics, KPN IT Solutions, Orange Business Services, Tech Mahindra, Unisys

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