New wave of vendors driving growth in managed services

[London, 9 September 2015] The increasing demand for the provision of IT and Telecoms as a managed service is revolutionising the IT industry and creating new opportunities for both vendors and resellers alike. The changing buying behaviour that is accompanying this revolution and the demand for platforms and technologies to support the delivery and consumption of IT applications and services has created a fertile environment for the growth and development of a new generation of vendors with a range of innovative applications to support the evolving needs of the growing number of Managed Service Providers (MSPs).

Many of these companies will be participating and speaking at the Managed Services and Hosting Summit, to be held in London on 17 September. The range of enabling solutions they provide spans everything from professional services and remote management automation solutions, through datacentre connectivity and Cloud-based security solutions to storage and financing.

"I think we can say that the baton has been passed to many new rising names in the supply of managed services," says John Garratt, editor of IT Europa, who has been coordinating content for the Managed Services and Hosting Summit 2015.

"Our keynote, from Gartner's Mark Paine, looks at how managed services work in the digital economy, and I know he has research on how the whole traditional IT sales model is changing to engage with the new customers and how they buy. At the same time, among the twenty or so sponsors of the event, many of whom are making presentations, there are some very new businesses, as well as a number returning to the event from previous years."

They are reflecting changes in how technologies are being used: for example, the event will hear from Bob Aitchison, EMEA Sales Director at QLogic, talking about Connectivity and Productivity trends in the datacentre. The issues of Managed Security will be discussed by Nadia Karatsoreos, Community Manager at MAXfocus, while SolidFire CEO Dave Wright has a few things to say about how the cloud changes if infrastructure is not a limitation.

Breakout sessions will give the c.350 delegates registered so far (about 70% of which are CxO/director-level), and others who can still register, the chance to go into more detail, with presentations from Autotask, ConnectWise, Databarracks, Datto, MAXfocus, QLogic, Sciencelogic, SolidFire, Sunrise, Tintri, Webroot/Azlan and HP Financial

Services in partnership with Westcoast. There will also be discussion panels and a final round-up session.

The full list of sponsors includes: Autotask, MAXfocus, QLogic, SolidFire, Azlan, ConnextWise, Databarracks, Datto, HP, LabTech, ScienceLogic, Sunrise Software, Soonr, Tintri, Webroot, Westcoast, Bitdefender, Daegis, ManageEngine, StorageCraft, Telstra, WellData and Zycko.

The Managed Services & Hosting Summit 2015, the UK's leading managed services event for the channel, which is organised by IT Europa and Angel Business Communications, will be staged on 17th September 2015 at 155 Bishopsgate, London. This executive-level event will be exploring the business opportunities for MSPs, Systems Integrators and Resellers in the delivery of Managed Services and Hosting. The rapid and accelerating change in the way customers wish to purchase, consume and pay for their IT Solutions is redefining the role of the channel, business models and relationships and creating with it a host of new opportunities. For further information or to register visit: www.mshsummit.com

About IT Europa

IT Europa is the leading provider of strategic business intelligence, news and analysis on the European IT marketplace and the primary channels that serve it. In addition to its news services the company markets a range of database reports and organises European conferences and events for the IT and Telecoms sectors. For further details visit: www.iteuropa.com

About Angel Business Communications

Angel Business Communications is an industry leading B2B publisher and conference and exhibition organiser. ABC has developed skills in various market sectors - including Semiconductor Manufacturing, IT - Storage Networking, Data Centres and Solar manufacturing. With offices in both Watford and Coventry, it has the infrastructure to develop a leadership role in the markets it serves by providing a multi-faceted approach to the business of providing business with the information it needs. For further information visit: www.angelbc.com

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