



In an earlier analysis, [we explored VMware's](#) consulting and education services as part of our storage hypervisor study. The company offers support, Technical Account management and consulting, directly and through its 1,600 partners. We expected its consulting and education resources to be busy as existing customers explore relevance of its many acquisitions and associated technologies, and as customers that came with these acquisitions into the VMware fold familiarise themselves with the core VMware portfolio.

Another growth area is demand for virtualised infrastructure without capital outlay. Last week, [T-Systems and VMware announced their strategic partnership](#) at the VMware vForum 2012 in Frankfurt to deliver VMware vCloud Datacenter Services. This service was designed to offer customers scalable It resource on demand, with requisite security and the ability to move VMs, vApps and templates between internal datacenter and vCloud Datacenter Services with a “single pane of glass” hybrid cloud management user interface. T-Systems is the latest service provider to join the [line-up of certified players](#) that include AT&T, Bluelock, Colt, CSC, Dell, Optus, SingTel and Softbank.

We see this announcement as yet more evidence of the increasing influence of [aggregators](#). Deutsche Telekom provides fixed-network, mobile communications, Internet and IPTV products and services for consumers, and ICT solutions for business and corporate customers. It is present in around 50 countries and has over 235,000 employees worldwide and has declared its aim to strengthen growth with cloud services over the next few years. It sees closer partnerships with top-tier technology providers like VMware play a crucial part in achieving this aspiration.

T-Systems is Deutsche Telekom's corporate customer arm and generated revenue of around EUR 9.2 billion in the 2011 financial year. Based on solution launches and pace of customer acquisition, T-Systems looks poised for significant growth globally. Perhaps its task would be easier if it goes to market under the single brand of Deutsche Telekom, especially as consumer brand recognition (T-Mobile perhaps) will help with BYOD influences on corporate IT budgets.

Image credit: [Looking left by Luc Boonen](#)