

Professional Services Blueprint

Version 3

Published 5 days ago by [abramowski](#) Last updated 1/10/2019 7:07

PM by [abramowski](#)

Summary

This document outlines how professional services firms can provide tailored, outcome-based solutions to their clients, while enabling new business models. Professional services organizations will learn how distributed interconnection and colocation can help them differentiate the experience, de-risk the business and scale through ecosystems to meet emerging business demands.

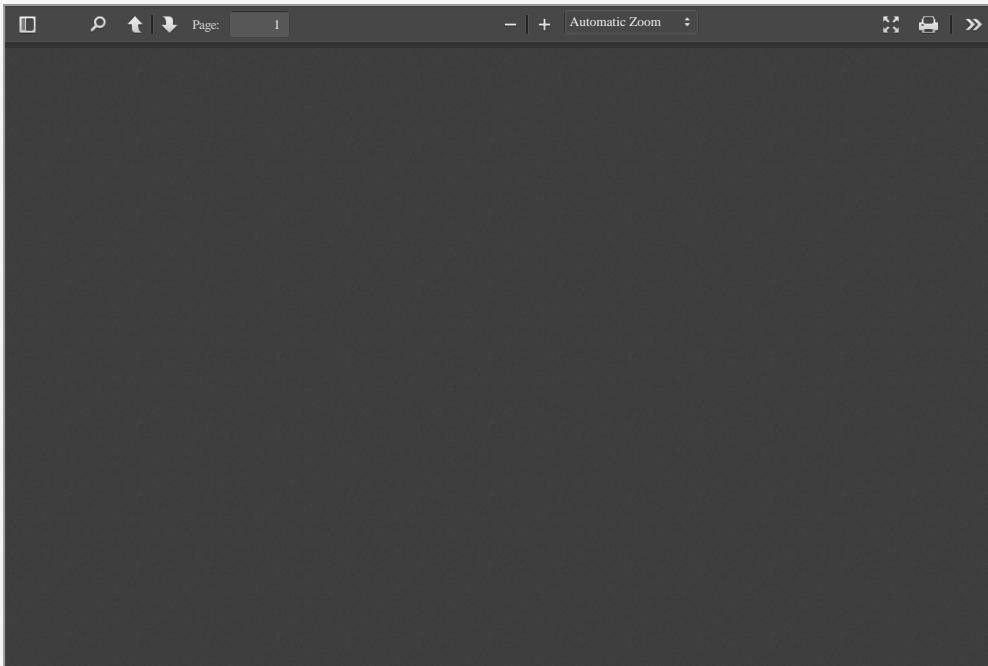
Your situation

Professional services firms that wish to grow must quickly respond to customer demands for high-quality, outcome-based offerings. To achieve this objective, firms must re-architect their IT infrastructure on a globally distributed interconnection platform that integrates new digital technologies, enables dynamic partner collaboration and reduces business risk. A new global platform will enable professional services firms to create customized, value-added offerings, accelerate end-to-end solution delivery, and achieve real-time insights, resulting in enhanced customer visibility and satisfaction.

Capabilities include:

- Outcome-based business models — Ability to respond and react quickly to market demands.
- Geographic scalability and global reach — Global access to solutions and services proximate to clients.
- Speed to market — Enhanced collaboration with partners and CSPs for value-added solutions.

- Real-time analytics — Information integrated with AI for superior outcomes and experiences.



[Download](#)

tags : interconnection, blueprint, professional-services, pro-services