



HFS Hot Vendor: TDS

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Introduction

The HFS Hot Vendors are an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice or HFS OneEcosystem. HFS analysts speak with numerous exciting startups and emerging players.

We designate a select group as HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice and/or OneEcosystem Frameworks. The HFS Hot Vendors may not (at the time of writing) have the scale and size to be featured in our Top 10 reports, but they have the vision and strategy to impact and disrupt the market.

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Without a doubt, the enterprise cloud space has become complex and challenging to manage. In just a few short years, hyperscale cloud giants have changed the market, and enterprises have moved from public cloud skeptics to enthusiasts, driving ever more ambitious hybrid and multi-cloud strategies. But getting to this cloud-powered utopia is much easier said than done as legacy environments and distributed cloud migration projects have taken their toll on enterprise technology stacks.

Here is where Transitional Data Services (TDS) is making its mark. Since the firm was founded in 2002, TDS has been enabling enterprises and government entities around the world to not only orchestrate but also accelerate complex IT transformation programs. The firm has helped its clients to

migrate over 1 million workloads and more than 250,000 applications, all while achieving close to 100% customer satisfaction.

The firm's TransitionManager software has become the standard for accelerating the analysis and planning, orchestration, and execution of complex hybrid cloud and data center migrations, disaster recovery and IT resiliency initiatives, and application rationalization programs. It does so while meeting both budgetary and resource restraints. TDS has earned an enviable reputation in the market and has been chosen by Fortune 500 companies, with their approach standardized by some of the largest technology services firms as they tackle some of their most complex challenges.

HFS' take

All too often, an organization's C-suite makes the decision to transform its IT but has relatively little understanding of the complexity and sprawl of IT's infrastructure. An uninformed decision could leave operations teams with an unenviable task of analyzing, prioritizing, and assuring outsized workloads on a very short suspense. As enterprises push more work into the cloud and transform legacy environments, there will be more pressure on IT teams to build a clear picture of dependencies and risks with the stretch goal of shortening projects' length.

As all of these pressures combine, it will be vital for executives to explore new technologies, approaches, and partnerships to deliver the transformation activities that businesses need within budget and on schedule. TDS offers enterprises an opportunity to tackle all of these pain points, simplifying transformation and migration projects by helping businesses understand where they are and what they're working with and then supporting them in building a roadmap

that will get the job done. In a business environment that necessitates increased complexity, the firm's TransitionManager technology provides a detailed picture of the integrations, connections, and dependencies

in a company's technology stack, helping prioritize work intelligently and mitigate the risk that comes with complex IT transformation programs.

Vendor factsheet

- The company is privately owned; it was founded in 2002 by Michael Bullock, CEO, and Craig Macfarlane, CTO
- TDS serves over 400 clients across a broad range of industries
- The firm's headquarters are in Westborough, MA, just outside of Boston.

Consultants, delivery resources, and software developers are located throughout North America, South America, and Europe

- TDS' has deployed TransitionManager SaaS instances in the Americas, EMEA, and APAC

Solution portfolio

Consulting and Operational Services

TDS provides both consulting and operational services for IT and data center transformations. Its team uses the field-proven methodology built into its TransitionManager tool for analysis, planning, and execution of complex physical, virtual, and hybrid migrations.

TDS' TransitionManager

The firm's core platform is a web-based, easy to use, collaborative software tool built to orchestrate cloud migrations, consolidations, and transformations. It enables organizations to rapidly aggregate data, visualize their complete IT environment, and plan complex IT transformations successfully with minimal disruption and reduced risk.

Industry coverage

TDS serves all industries and has a particularly deep experience working with clients in the financial services, manufacturing, retail, oil and gas, and healthcare industries as well as state and federal governments. TDS is working with over 400 clients, including emis, Kayak, Cedars Sinai, The Hershey Company, National Tire & Battery, Sentara Healthcare, Bemis, and Happy State Bank.

Partnerships

TDS has a broad partnership network split over software, services, technology, and advisory. Key partners include IBM, DXC, Hewlett Packard Enterprise, Data Ductus, Unisys, VMware, AWS, Q Associates, Mainline, Iron Mountain, Carbonite, Amazon Web Services, IBM, Excipio, CBRE, and Coresite.



About HFS

Insight. Inspiration. Impact.

HFS is a unique analyst organization that combines deep visionary expertise with rapid demand side analysis of the Global 2000. Its outlook for the future is admired across the global technology and business operations industries.

Its analysts are respected for their no-nonsense insights based on demand side data and engagements with industry practitioners.

HFS Research introduced the world to terms such as “RPA” (Robotic Process Automation) in 2012 and more recently, the HFS OneOffice™. The HFS mission is to provide visionary insight into the major innovations impacting business operations such as Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

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