Quanta, the biggest contract maker of notebooks in the world, is looking at the server business-- chairman Barry Lam says the company is planning to rival HP, Dell and IBM by offering full server turnkey solutions.



The Taiwanese company already has experience custom-building data centres, taking orders from the likes of Facebook and Google.

“We still want to do turnkey solutions... Our target client will change from those who want internet data centres to clients requiring more general applications,” Lam tells the Financial Times in reference to traditional enterprise customers.

The server and data centre business, after all, is one with higher margins than notebook assembly-- if a very different animal, requiring expertise in not only building hardware but also software (before integrating it with the hardware).

The company does have an ace up its sleeve-- partnerships with the likes of MIT (with T-Party, a joint research project into universal smart device standards), Stanford and Harvard.

Lam wants the company to make 30% of total 2012 revenues from non-notebook businesses-- a big transformation for a company with Q3 2011 sales totalling $9.5BN. Will it manage to make HP and IBM stand up and notice?

Go Quanta Takes on HP and IBM in Servers (FT.com)

Go Quanta Q3 2011 Financial Statement