

# IT Services Contracts Spotlight Service

## **A Spotlight Service Complementing the Service Provider Enterprise & Wholesale Service Area Package**

One of the largest IT services deals databases available, with an archive of over 20 years, and summaries for more than 35,000 contracts worth over \$1m signed across the IT services market globally.

“ The cloud computing segment has been developing rapidly over the last few years and in 2019 witnessed exponential growth. In Q419 total contract value of deals that included cloud-based services in their service type accounted for more than \$3bn. ”

**Benny Paul**  
Analyst

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*A Service Complementing the Service Provider Enterprise & Wholesale Service Area Package*

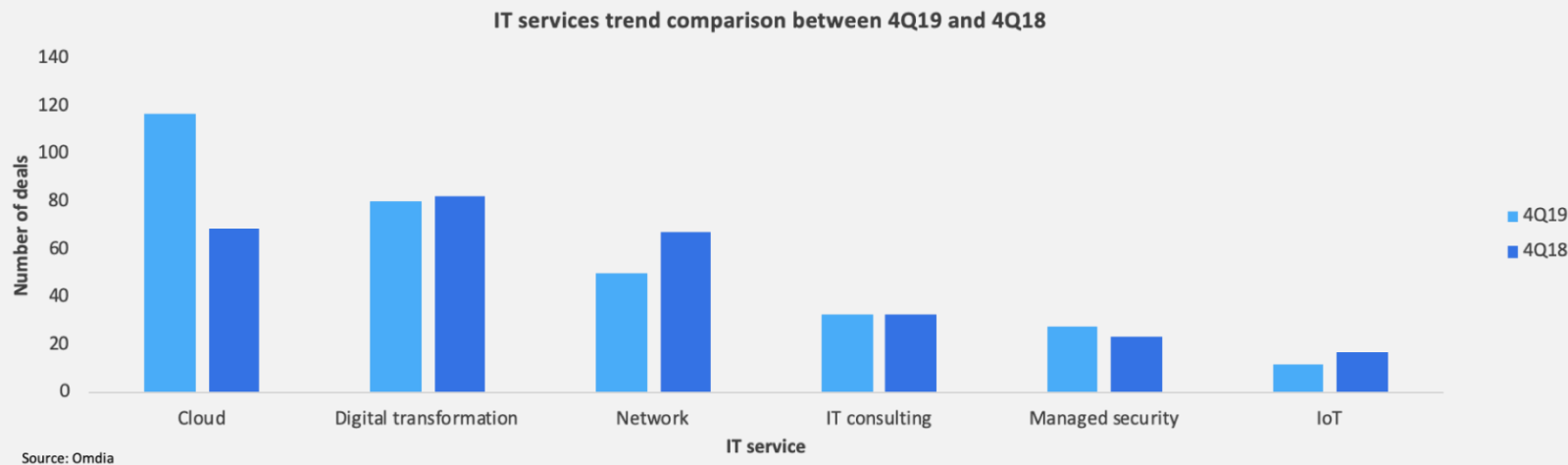
## HOW OMDIA HELPS YOU

- Win more deals with better knowledge of contract renewal dates, spending levels and competitor intelligence
- Plan your acquisition strategy – assess market potential by customer segment, deal size, region, service area or solution
- Form pre-emptive counter bids against incumbent suppliers

## KEY QUESTIONS ADDRESSED

- Which vendors are winning the major deals?
- Which accounts are most likely to invest in specific solutions and what is the optimal timing to initiate conversations?
- What are the major trends in IT services contracts and outsourcing across industries and geographies?
- Which are the most lucrative areas of the market to focus sales resources on?
- For each service type how does deal size compare by region, industry and tier?

In Q419 Cloud computing driving IT service investments



# IT Services Contracts: Our Expert Analysts



**David Malony**  
Principal Analyst  
Digital Enterprise Services



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Analyst  
IT Services Contracts



**Benny Paul**  
Analyst  
IT Services Contracts

# IT Services Contracts: Deliverables



## CONTRACTS DATA

—Ongoing—

More than 35,000 contracts worth over \$1m from across the IT services market globally, with coverage of 43 service types.



## CUSTOM CHARTING

Build your own charts and tables to conduct cross-sectional or time-series analysis on any factor you choose.



## ANALYST ACCESS

—Ongoing—

Prompt responses to urgent and unique questions.

# IT Services Contracts: Data

## IT Service Contracts Database

Every publicly announced IT services and outsourcing deal worth over \$1m signed in the marketplace

### COVERAGE

**Frequency: Weekly**

**43 service types across:**

- BPO
- Cloud Services
- Consulting
- IT Outsourcing
- Network deployment
- Systems integration

**Countries: 150+**

**15 industries :**

- Banking
- Central / Federal Government
- Defense
- Energy & Utilities
- Healthcare
- Insurance
- Local Government
- Logistics / Wholesale
- Manufacturing
- Media Business Services
- Retail
- Services
- Technology
- Telecommunications
- Travel & Transport

### DETAILS

**Deal information includes (where available):**

**Vendor:**

- Primary vendor/ secondary vendor

**Client:**

- Client name; Industry; SIC code

**Classification:**

- Primary IT service type / IT service type / IT solution area

**Contract Details:**

- Description
- Date (Announcement; Signing; Start; End)
- Contract length
- Value US\$ms (Total contract value; Annual contract value)
- Pricing method
- Bidding process type
- Geography (signing region; key territories; scope of contract)
- New/renewed business
- Link to public announcement

# Related Research: Service Provider Enterprise & Wholesale Service Area Coverage



## Service Area Package: **Service Provider Enterprise & Wholesale**

Digital Enterprise Services  
Intelligence Service

SOHO & SME Services  
Intelligence Service

Enterprise Premises Networks  
Intelligence Service

Network Transformation Services  
Intelligence Service

Private Networks  
Intelligence Service

Unified Comms. and Collaboration  
Intelligence Service

Wholesale Telecoms  
Intelligence Service

Enterprise Mobility  
Intelligence Service

Service Provider Enterprise & Wholesale Viewpoint Service

IT Services Contracts  
Spotlight Service

Enterprise Services TAM  
Spotlight Service

## About Omdia's Service Provider Enterprise and Wholesale Research

Omdia helps service providers establish a coherent strategy while building, running, and scaling a profitable B2B business. As more businesses choose to run more ICT as managed or cloud-based services, so service providers find themselves competing against and partnering with, an ever more complex ecosystem of vendors and platform providers.

Omdia's expert team of analysts provides strategic advice based on a robust foundation of market data to help service providers transform how they build, sell, monetize and support new services, from network to cloud, to the digital workplace.

### Custom solutions

Omdia's consulting services offer a true end-to-end service capability across all aspects of your product lifecycle, from concept and product development, to go-to-market and sales effectiveness. *Contact us* if you have a project that you would like to discuss with a member of the team.



# Our “Ask an Analyst” Service Provides Best in Class Customer Support

Whether you need guidance to navigate the service, information regarding our methodologies or you want to better understand a data trend, Omdia’s support team is here to help.

## Draw on our expertise

- Make the right decisions
- Sanity-check your own findings
- Get the most out of your subscription
- Understand more about our methodologies

Our Ask an Analyst service gives you direct contact via telephone, email or face-to-face session with our expert analyst team:



**Tom Coate**  
Customer Success  
Manager



**Kâren Dyer**  
Customer Success  
Manager



## CONNECT WITH US

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### ABOUT OMDIA

Omdia is a global technology research powerhouse, established following the merger of the research division of Informa Tech (Ovum, Heavy Reading, and Tractica) and the acquired Omdia technology research portfolio\*. We combine the expertise of more than 400 analysts across the entire technology spectrum, covering 150 markets. We publish over 3,000 research reports annually, reaching more than 14,000 subscribers, and cover thousands of technology, media, and telecommunications companies.

Our exhaustive intelligence and deep technology expertise enable us to uncover actionable insights that help our customers connect the dots in today's constantly evolving technology environment and empower them to improve their businesses—today and tomorrow.

\* The majority of Omdia technology research products and solutions were acquired by Informa in August 2019 and are now part of Omdia.