

IT Services Contracts Monthly Roundup, January 2010

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Abstracts

Introduction

An analyst-based report on the contracts signed in the previous month, with graphical representation of key activity by volume and value for industries and IT services domains. The analysis will cover any significant deals and compare activities to the previous 12 months, highlighting contracts up for expiration.

Scope

Covers global markets, including North America, EMEA and the emerging markets in APAC and Latin America

Covers all deal types in all IT services domains, including infrastructure, applications and BPO

Highlights

The main trends seen during the month include a Y-o-Y increase of total IT services contract value. Deals valued under \$50m accounted for 77% of the total deal volume.

Infrastructure management contracts accounted for 56% of TCV while Central and federal government agencies contributed 32% to the month's TCV.

Enterprises tended to prefer shorter deals with durations of less than three years. Value of IT services contracts signed in North America increased 96% Y-o-Y.

Reasons to Purchase

Track major deals among your competitors and plan your strategy accordingly

Understand which deals are set to expire, and when

Analyze trends by IT Services domain and by client industry and country

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DATAMONITOR VIEW

CATALYST

SUMMARY

ANALYSIS

IT services contracts value increased 81% Y-o-Y to \$10.7bn

Deals valued under \$50m accounted for 77% of the total deal volume

Infrastructure management contracts accounted for 56% of total contract value

TCV of application management deals increased significantly Y-o-Y

Central and federal government agencies contributed 32% to the month's TCV

Defense sector also witnessed increase in IT spending

TCV of services sector deals more than doubled Y-o-Y

Ian, Evan & Alexander Corp led the IT services space with the highest total deal value signed

Enterprises tended to prefer shorter deals with durations of less than three years

Value of IT services contracts signed in North America increased 96% Y-o-Y

Of all the contracts expiring in the next six months, 21% are infrastructure management contracts

Of the total contracts set to expire by July 2010, 20% are in the financial services sector

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