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Canada Information Technology Report Q3 2016

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Abstracts

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BMI View: We forecast IT spending in Canada will increase at a CAGR of 3.8% over 2016-2020 to reach a total market value of CAD74.1bn. We expect the market to strengthen as Canadian economic growth picks up from 2017, and highlight the potential of the software and services segments where enterprise demand for the latest software and services including real-time enterprise software and services, big data analytics and cloud computing will outperform. Although the hardware segment has limited growth prospects it should be noted that Canada is a highly lucrative market due to high per capita incomes and a consumer preference for premium devices.

Latest Updates & Industry Developments

Hardware Sales: CAD21.2bn in 2016, forecast to reach CAD23.3bn in 2020. PC market maturity and squeeze on enterprise infrastructure spending as cloud adoptions increase means growth potential is limited.

Software Sales: CAD13.8bn in 2016, forecast to reach CAD16.5bn in 2020. Data analytics software is expected to be an area of outperformance, which will generate high value sales opportunities for vendors.

IT Services Sales: CAD28.9bn in 2016, forecast to reach CAD34.3bn in 2020. Cloud computing and Internet of Things services adoption by Canadian enterprises is expected to drive medium-term outperformance.

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