

United Kingdom Information Technology Report Q3 2016

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Abstracts

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BMI View: The UK is a mature and high-value IT market, and was a regional outperformer in 2015 as a supportive economic environment boosted sentiment. We forecast continued growth throughout the medium term, including in 2016, but the EU exit vote is a source of downside. Our core scenario is for IT market spending to increase at a CAGR of 3.5% in the 2016-2020 period, reaching GBP69bn in 2020. Performance by segment is expected to diverge, with hardware market maturity a brake on growth, while the software and services segments will be driven by areas such as the app economy, cloud computing and emerging technologies such as the Internet of Things and Big Data analytics.

Latest Updates & Industry Developments

Computer Hardware Sales: GBP19.7bn in 2016 to GBP20.18bn in 2020, CAGR of +0.6% in local currency terms. Shift to cloud is a squeeze on the enterprise infrastructure market, while PC market maturity means retail opportunities are also limited.

Software Sales: GBP14.1bn in 2016 to GBP16.81bn in 2020, a CAGR of +4.5% in local currency terms. Looking past short-term uncertainty, we believe the UK's high value enterprise mix, with a large financial services vertical, bodes well for investment in advanced solutions over the medium term.

IT Services Sales: GBP26.5bn in 2016 to GBP32.25bn in 2020, CAGR of +5.1% in local currency terms. A deepening of the cloud computing market will be the



key pillar of IT services spending growth outperformance, while smart services will also make a significant contribution in the later years of the forecast.



Contents

BMI Industry View

Latest Updates & Industry Developments

SWOT

Industry Forecast

Latest Updates

Structural Trends

Table: Enterprise Trends - GVA By Vertical (United Kingdom 2015-2020)

Table: IT Industry - Historical Data And Forecasts (United Kingdom 2013-2020)

Industry Risk Reward Index Industry Risk/Reward Index

Table: Europe IT Risk/Reward Index, Q3 2016

Market Overview

Hardware

Software

Cloud Computing

IT Services

Industry Trends And Developments

IT Hardware Trade

Table: Western Europe IT Hardware Trade, 2010-2015

Table: UK IT Hardware Trade, 2010-2015

IT Industry Analysis

Table: UK IT Hardware Industry Performance, 2009-2014

Table: UK Software and services Industry Performance, 2009-2014

Regulatory Development

Table: Government Authorities

Competitive Landscape

Retailers

Table: Selected Electronics Retailers

Table: Selected E-Commerce/Online-Only Retailers

IT Vendors

Table: ARM Holdings

Table: Capita

Table: Logicalis

Table: Commensus
Table: iomart Group
Regional Overview

Demographic Forecast



Table: Population Headline Indicators (United Kingdom 1990-2025)

Table: Key Population Ratios (United Kingdom 1990-2025)

Table: Urban/Rural Population & Life Expectancy (United Kingdom 1990-2025)

Table: Population By Age Group (United Kingdom 1990-2025)

Table: Population By Age Group % (United Kingdom 1990-2025)

Methodology

Industry Forecast Methodology

Sources

Risk/Reward Index Methodology

Table: IT Risk/Reward Index Indicators

Table: Weighting Of Components



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