



Impact of Digital on IT Services in the High Tech Sector: 2019

Market Analysis
Report Abstract

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David McIntire
IT Services Research Program
NelsonHall

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research.nelson-hall.com





Who Is This Report For?

NelsonHall's "Impact of Digital on IT Services in High Tech Sector: 2019" report is a comprehensive market assessment report designed for:

- Sourcing managers investigating sourcing developments within the High Tech sector
- Vendor marketing, sales and business managers developing strategies to target IT services (ITS) opportunities within the High Tech sector
- Financial analysts and investors specializing in the IT services and BPS sector

Scope of the Report

The report is based on interviews with executives in the High Tech sector in the U.S., U.K., Continental Europe, and Asia Pacific.

The report analyzes the worldwide market for IT services within the High Tech sector and addresses the following questions:

- What are the principal business priorities faced by organizations in the High Tech sector?
- What IT initiatives are planned by organizations in the High Tech sector?
- How relevant are digital initiatives to organizations in the High Tech sector?
- What digital initiatives are planned by organizations in the High Tech sector?
- What business areas are targeted for digital initiatives by organizations in the High Tech sector?
- What digital technologies are planned to be introduced by organizations in the High Tech sector?
- What are the key selection criteria used by organizations in the High Tech sector to select suppliers to implement digital initiatives?
- What shifts in sourcing approach are expected by executives in the High Tech sector over the next three years?
- How do companies in the High Tech sector expect their spend on ITS services to change over the next three years?



Key Issues & Highlights

The key business priorities for high tech companies are split between external revenue and market growth and internal accelerated service delivery. The two major business priorities identified unprompted by high tech companies were:

- Improving speed to market through improved efficiency of production, supply chain, and distribution
- Improving market share by identifying new trends and growth markets.

Accordingly, high tech companies are:

- Emphasizing digital initiatives in demand forecasting and supply chain optimization
- Adopting DevOps and digitalizing applications landscapes to accelerate new application time to market
- Prioritizing the engagement of vendors with deep industry knowledge, digital maturity assessment capabilities, and UX consulting to implement cloud and SaaS solutions.

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Report Length

55 pages, consisting of 6 chapters

Report Author

David McIntire

david.mcintire@nelson-hall.com