

# IT Consulting and Systems Integration Strategies

AN IDC CONTINUOUS INTELLIGENCE SERVICE

IDC's *IT Consulting and Systems Integration Strategies* service examines the dynamics affecting the C&SI services market by analyzing key trends and drivers and evaluating the competitive landscape for companies currently competing in, partnering in, or entering the market. This service also identifies and evaluates marketing and sales strategies, partnering approaches, pricing trends, business models, and global sourcing strategies of leading and emerging systems integrators. The program covers *IT Consulting and Systems Integration Strategies* services research around both the traditional and 3rd Platform areas. Major topics include SaaS implementation services, digital transformation implementation services, IoT, business analytics/big data, and cognitive services.

## Markets and Subjects Analyzed

- U.S. and worldwide IT consulting market
- U.S. and worldwide systems integration services market
- Vendor profiles of major C&SI players
- Benchmarking of performance metrics and pricing trends
- Opportunities in major ISV services' ecosystems
- Competitive analysis and brand image
- Best practice methodologies for C&SI projects
- Worldwide C&SI spending forecast by macroregion
- Top 10 systems integrators and IT consulting providers
- C&SI opportunity around cloud services (SaaS, PaaS, and IaaS), business analytics, enterprise mobility, and social technologies
- Global sourcing model and price erosion

## Core Research

- Competitive Analysis of Systems Integration Services Market
- IDC MarketScope: IT Consulting
- IDC MarketScope: Systems Integration
- IDC MarketScope: Datacenter Services
- Worldwide and U.S. Systems Integration Forecast and Analysis
- Worldwide and U.S. IT Consulting Services Forecast and Analysis
- Competitive Analysis of IT Consulting Market
- Competitive Analysis of Systems Integration Services Market
- Market Trends and Competitive Analysis on IoT, Blockchain, and Open Source Services
- Market Trends and Competitive Analysis on Cloud implementation Services

In addition to the insight provided in this service, IDC may conduct research on specific topics or emerging market segments via research offerings that require additional IDC funding and client investment. To learn more about the analysts and published research, please visit: [IT Consulting and Systems Integration Strategies](#).

## Key Questions Answered

1. How are technology vendors adapting their services offerings to capitalize on the trend toward open standards, SaaS, and cloud, as well as for analytics, mobility, and social technologies?
2. What is the scope of the C&SI market, and what are the primary drivers that affect its growth and development?
3. How is C&SI project delivery changing, and what impact will this have on skill sets?
4. Which are the leading C&SI vendors, and what is their market position?
5. Which are the leading integrators for ISVs in specific vertical industries and around specific solution areas?
6. What are the industry benchmarks for key performance indicators such as hourly rates, utilization rates, breadth of services offerings, global delivery capabilities, and revenue per consultant?

## Companies Analyzed

IDC's *IT Consulting and Systems Integration Strategies* examines the IT consulting and systems integration services markets, analyzing their key trends and drivers and evaluating the competitive landscape for companies currently competing in, partnering in, or entering the markets, including:

Accenture, Atos, Avanade, Bain & Company, Booz Allen Hamilton, Boston Consulting Group, Canon, Capgemini, Capita, Cisco, Cognizant, Dell, Dell EMC, Deloitte, DXC Technology, EY, Fujitsu, HCL, Hewlett Packard Enterprise, Hitachi, Huawei, IBM Global Services, Indra,

Infosys, KPMG, Lockheed Martin, McKinsey, Microsoft, Northrop Grumman, NTT DATA, Oracle, PwC, SAIC, salesforce.com, SAP, Tata Consultancy Services, Tech Mahindra, Unisys, VCE, VMware, Wipro, and Workday.