

The agencies shaping the future need partners who already know what's coming.

How a tech-led mission integrator uses IDC research and analyst relationships to stay one step ahead for its customers.

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HEADQUARTERS

Virginia, USA

01: THE CHALLENGE

Innovation moves faster than government acquisition.

SAIC serves federal agencies, state and local governments, and defense and intelligence markets worldwide. Traditional acquisition cycles can take years to define requirements. By the time they are finalized, the technology landscape has already shifted.

Katie Sheldon Hammler, who leads innovation intelligence and industry analyst relations at SAIC, describes the imperative clearly. Waiting for customers to define what they need next is not an option. The job is to bring forward-leaning innovation insights before the question is even asked.

02: THE PARTNERSHIP

Contextualized research for specialized markets.

SAIC works closely with IDC's government insights team across federal, defense, and intelligence markets. What makes the relationship valuable is that IDC contextualizes research for specific markets. A technology insight relevant to the commercial sector may be inapplicable to a defense agency with classified environments and authority-to-operate requirements.

SAIC has been recognized as a named leader for AI services for US national government and defense and intelligence markets, and a named leader in national civilian cybersecurity.

03: LOOKING AROUND THE CORNER

Scaling insight. Shifting the timeline left.

Beyond validation, Hammler uses AI to distill analyst conversations quickly, turning them into actionable intelligence distributed across the organization. Quantum computing is the area she is watching most closely. Practical use cases are emerging faster than most forecasts anticipated.

Having IDC analysts who can contextualize those use cases and track forecast data means SAIC can map quantum opportunities to agency outcomes well ahead of the curve.

“Bringing in all the latest innovation insights helps us make sure that we are continually integrating the most forward-leaning ideas that turn into our roadmaps and into impactful outcomes for our customers.”

IDC contextualizes the research. So it's very impactful, in our case, for government markets.

Katie Sheldon Hammler

Director, Industry Analyst Relations and Innovation Intelligence, SAIC



Every roadmap has a moment that needs a second set of eyes.
Bring yours to an IDC analyst.

Talk to an analyst →

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AT A GLANCE

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