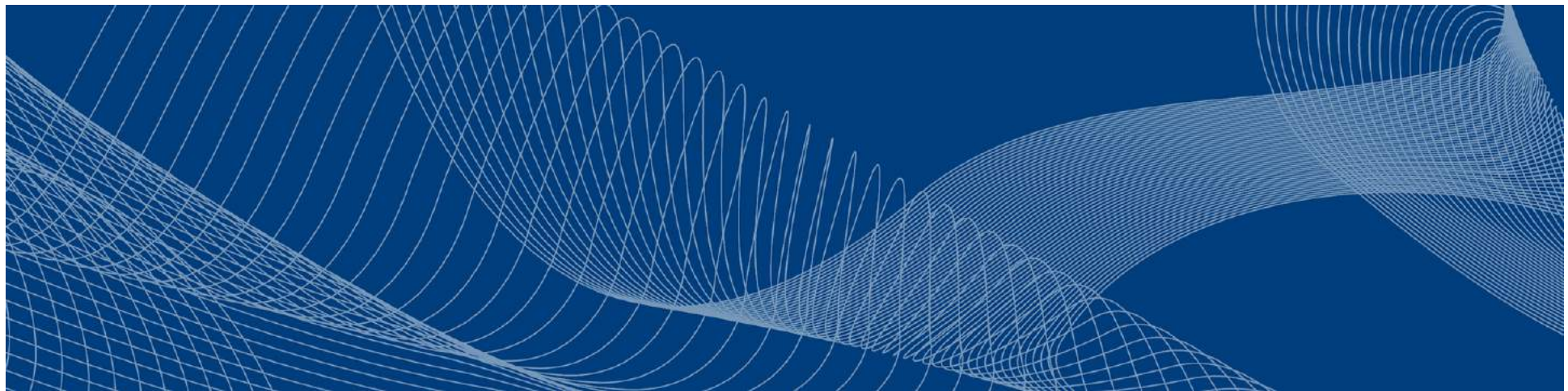




A CXP GROUP COMPANY



## **PAC IT Services Rates Databases 2017**

Prices and developments in the German, French and British onsite IT service provider markets 2016-2018 as well as for offshore services from India to Germany, France and the UK

*Offer for IT service providers*

# Overview of the PAC IT Services Rates Databases

## 15,000 onsite reference prices analyzed across six dimensions

- The onsite database contains **15,000 reference prices for dedicated consultant profiles across all levels of qualification and individual services** for the years 2016 to 2018.
- Robust **prices for services across the entire service value chain**: IT Consulting, Process Consulting, Implementation, Development, Technical Support, Systems Administration, Application Support & Maintenance, Project Management and Testing.
- Differentiation by **experience level, sector, technological platform and solution**.
- New topics: **Cloud Infrastructure Transformation, Cloud Application Transformation, SaaS, Mobility, Big Data, Digital Transformation and Security**.

## As of 2017: 7,000 offshore prices analyzed across four dimensions

- The offshore database contains **7,000 offshore reference prices for dedicated consultant profiles across all levels of qualification and individual services** for the years 2016 to 2018.
- Robust **prices for services across the entire service value chain**: IT Consulting, Process Consulting, Implementation, Development, Technical Support, Systems Administration, Application Support & Maintenance, Project Management and Testing.
- Differentiation by **experience level, sector and technological platform**.

## Many years of expertise in DE, expansion into FR & UK; offshore rates database (India)

- PAC has been analyzing the prices and developments on the German IT services market since 2003. Since 2013, our comprehensive rates database has **also been available for France and the UK**. As of 2017, we offer a separate database of offshore prices for services provided from India to Germany, France and the UK respectively.

# Benefits to you

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## Reliable benchmarking tool

- The rates databases are **reliable and neutral guides to individual benchmarks** both for providers and purchasers of IT services.

## Current market prices over time

- You have access to the actual **daily rates realized from 2016 to 2018** as well as a **forecast of price trends for 2018**. The databases are updated every year!\*

## Application across the company

- You acquire just one license and the databases can be used by **all employees and departments** in the company!

## Value-based pricing

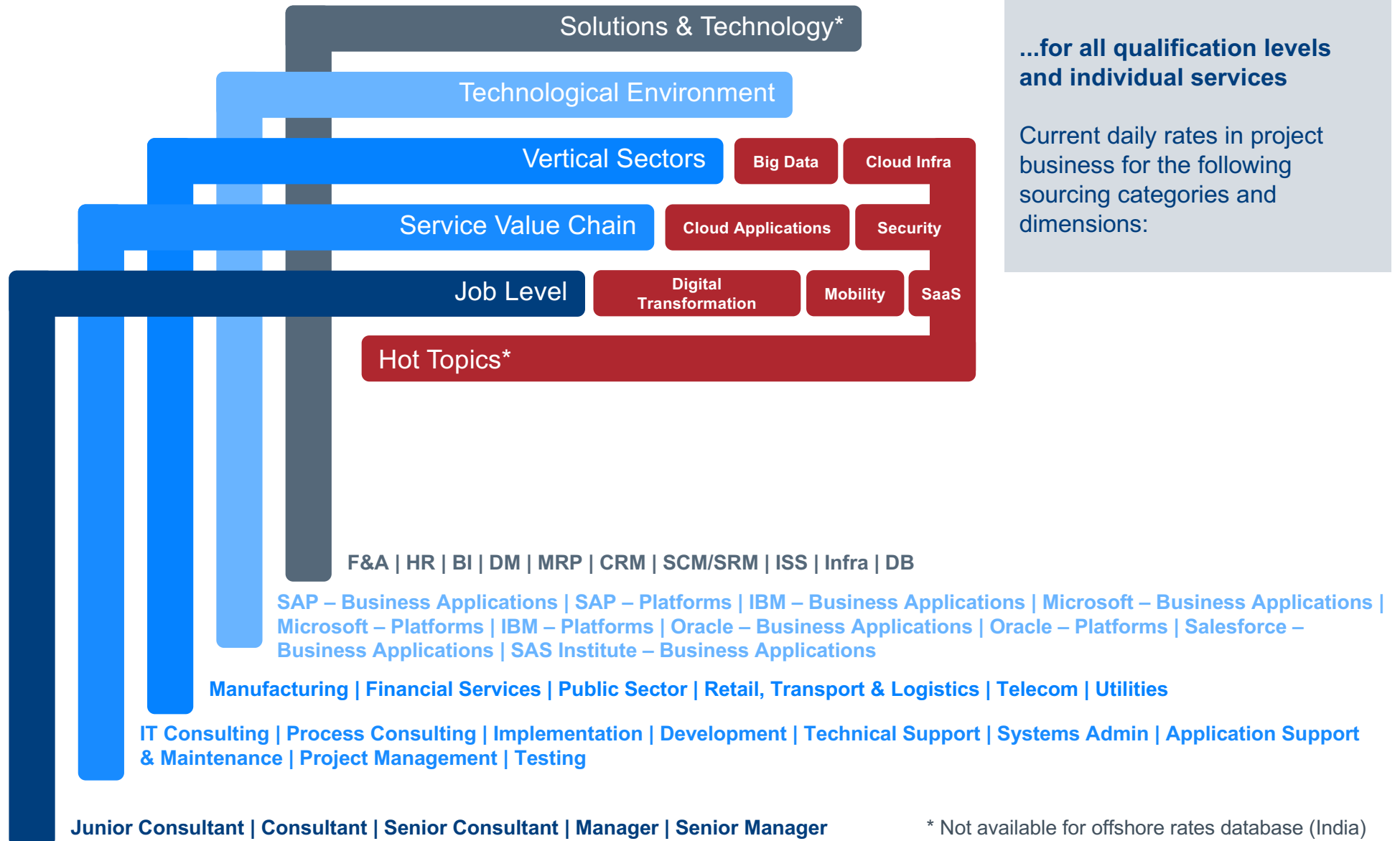
- The cost of the databases is based on your company size, which means they are also of interest to small and mid-sized businesses.

\*The update is not part of this offer.

# 7,000 / 15,000 reference prices...

**...for all qualification levels and individual services**

Current daily rates in project business for the following sourcing categories and dimensions:



# 7,000 / 15,000 reference prices...

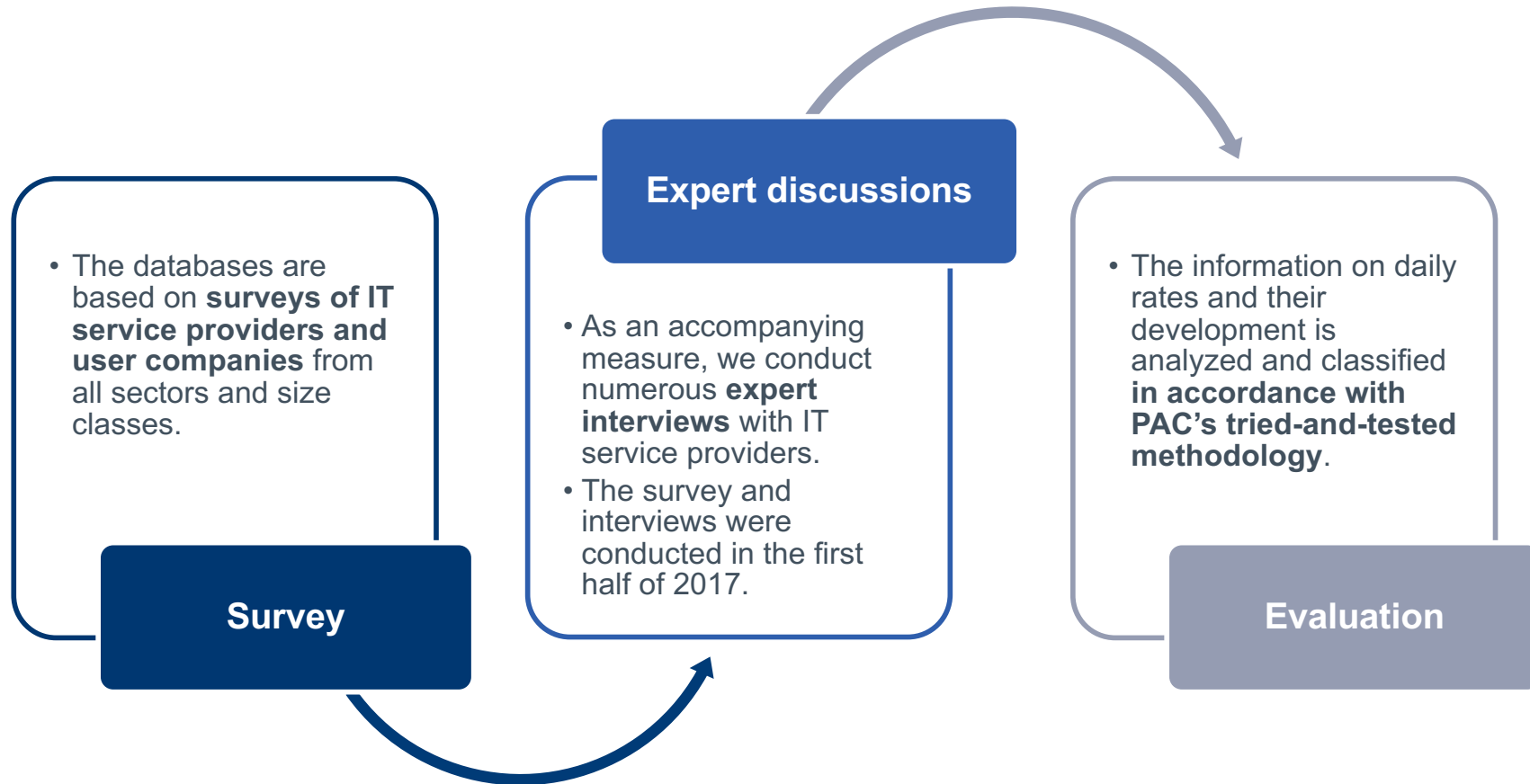
Combination examples/  
profiles of daily rates

Dimension 1 Job level	Dimension 2 Service Value Chain	Dimension 3 Vertical Sectors	Dimension 4 Technological Environment	Dimension 5* Solutions & Technology	Dimension 6* Hot Topics	Daily rate 2016	Daily rate 2017	Daily rate 2018
Senior Manager	IT Consulting	Manufacturing	SAP - Business Applications	F&A	Cloud Infra	€x	€x	€x
Manager	Process Consulting	Financial Services	SAP - Platforms	HR	Cloud Applications	€x	€x	€x
Senior Consultant	Implementation	Public Sector	IBM - Business Applications	BI	SaaS	€x	€x	€x
Consultant	Development	Retail, Transport & Logistics	Microsoft - Business Applications	DM	Mobility	€x	€x	€x
Junior Consultant	Technical Support	Telecom	Microsoft - Platforms	MRP	Big Data			
	Systems Admin	Utilities	IBM - Platforms	CRM	Digital Transformation			
	Application Support & Maintenance		Oracle - Business Applications	SCM/SRM	Security			
	Project Management		Oracle - Platforms	ISS	n/a			
	Testing		Salesforce - Business Applications	Infrastructure				
			SAS Institute - Business Applications	Database				
				Average across environment	Average across solutions & technologies			
Manager	IT Consulting	Retail, Transport & Logistics	SAP - Business Applications	CRM	n/a	€x	€x	€x
Consultant	Implementation	Manufacturing	Average across environment	Average across solutions & technologies	SaaS	€x	€x	€x

\* Not available for offshore rates database (India)

# Methodology

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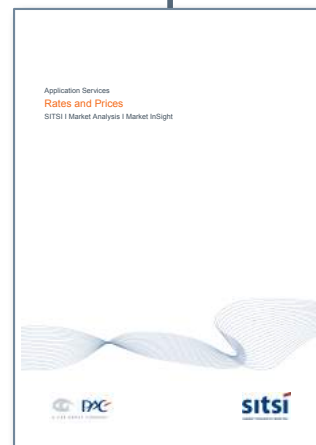
# Additional analyses: PACs Market InSight Reports on application & infrastructure services\*

As a client of the IT Services Rates Database, you additionally receive **two qualitative Market Insight Reports** for each country: **one on application services and one on infrastructure services**. These reports are available for Germany, France and the UK.

Analysis of various skill profiles for:

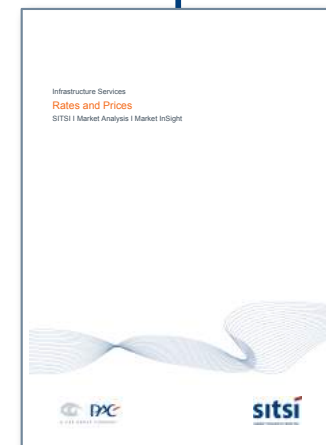
## Application Services

- IT Consulting
- Process Consulting
- Implementation
- Development
- Technical Support
- Systems Administration
- Application Support & Maintenance
- Project Management
- Testing



## Infrastructure Services

- IT Consulting
- Process Consulting
- Implementation
- Development
- Technical Support
- Systems Administration
- Application Support & Maintenance
- Project Management
- Testing



\* Not available for offshore rates database (India)

# PACs Market InSight Reports\*

Analysis, facts, recommendations

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## Qualitative analysis by skill profile

- Insights into the **motivation of the purchasers** when deploying dedicated skill profiles (for a specific project type or area)
- **User experience** with the respective qualification levels
- Analysis of the most important **growth factors and obstacles**

## Quantitative analysis by skill profile

- Min./Max., average, average +/- standard deviation
- Average daily rates by experience level:
  - Senior Manager (>10 years)
  - Manager (8-10 years)
  - Senior Consultant (6-8 years)
  - Consultant (3-5 years)
  - Junior Consultant (0-2 years)
- Trend of the average deviation by sectors, platforms and solutions

\* Not available for offshore rates database (India)



# Prices and additional offers

## Onsite database for one country (DE, FR or UK) incl. two reports

• Annual revenue > €1 billion	€10,000 p.a.
• Annual revenue €100 million– €1 billion	€7,500 p.a.
• Annual revenue < €100 million	€5,000 p.a.

## Onsite database for three countries (DE, FR, UK) incl. six reports

• Annual revenue > €1 billion	€20,000 p.a.
• Annual revenue €100 million– €1 billion	€15,000 p.a.
• Annual revenue < €100 million	€10,000 p.a.

## Offshore database for one country (DE, FR or UK)

• Annual revenue > €1 billion	€4,000 p.a.
• Annual revenue €100 million– €1 billion	€3,000 p.a.
• Annual revenue < €100 million	€2,000 p.a.

## Offshore database for three countries (DE, FR, UK)

• Annual revenue > €1 billion	€8,000 p.a.
• Annual revenue €100 million– €1 billion	€6,000 p.a.
• Annual revenue < €100 million	€4,000 p.a.

## Individual additional offers:

- **International prices:** Taking your geographical focus into account, we determine standard market prices in various countries for selected IT services topics such as SAP.
- **Workshops:** Our consultants discuss the relevant figures and trends for your company with you and work with you to devise tailor-made market and price strategies.

**Get in touch! We look forward to providing a personal offer for you!**

# Contact

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Für Ihr individuelles Angebot und Fragen zur Datenbank wenden Sie sich bitte an:



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