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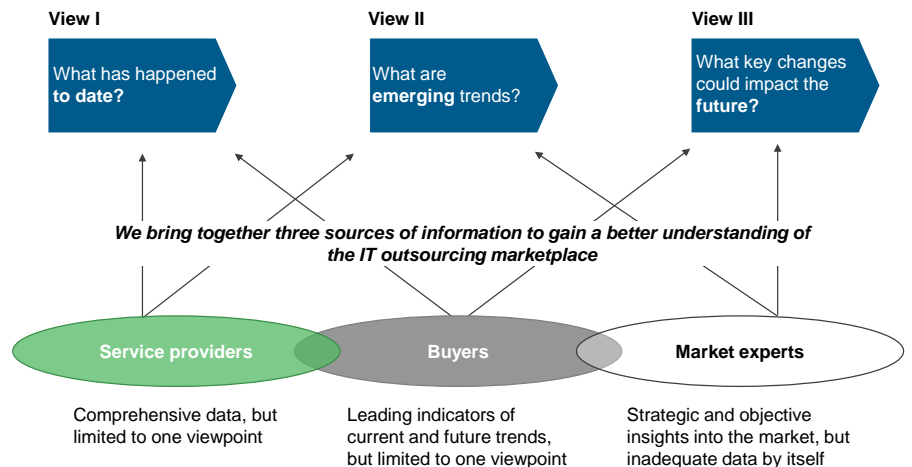
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Overview

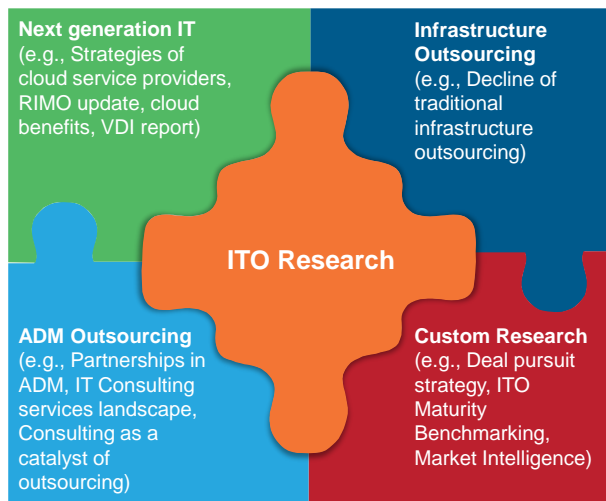
Everest Group provides actionable insight and visionary research to buyers and service providers of Information Technology Outsourcing (ITO). We analyze data and trends to understand the evolving ITO marketplace, shifts in buyer preferences and service provider delivery models.

Everest Group conducts primary research to identify changing buyer requirements and new market opportunities. Our ITO research team combines deep subject matter expertise based on years of experience working in the ITO industry with broad analytical skills and insight into the ITO market to understand how emerging trends will impact our clients. Through syndicated and custom research, along with individualized attention to and contact with each of our clients, Everest Group helps ITO buyers maximize their investment, attain their ITO goals, and help service providers to offer the best products for the market.



Focus of Research

Everest Group focuses on all aspects of IT Outsourcing comprised of Infrastructure Outsourcing (IO) and Application Development and Maintenance (ADM). We also research more specific areas of topical interest to our clients such as the impact of accounting changes on ITO, selecting remote infrastructure outsourcing locations worldwide, the role of infrastructure tools in IO, along with many others. Everest Group uses its ITO framework to establish a simple yet comprehensive industry-wide understanding of the IT Outsourcing market.



Unique Aspects of Everest Group

- Unparalleled focus on the ITO market – including supplier landscape, market size, and geographic and industry trends
- Most detailed and complete ITO deal database, providing deep insight into the ITO market
- Access to third party advisory insight on the “pulse” of the market

Benefits of a Relationship with the Everest Group

Everest Group specializes in the outsourcing market. We understand the business models available, the role of technology in outsourcing, the impact on the buyer organization, and the benefits and risks of outsourcing. Through access to experts and practitioners in the outsourcing field, Everest Group is uniquely positioned to offer a depth of actionable insight on ITO backed by a wealth of data. Access to our research and interaction with our thought leaders helps our clients to decide whether IT outsourcing is the right move for their organization, make better decisions about how to use IT outsourcing and which service provider to buy it from, and deliver better ITO products and services. Everest Group offers a range of products and services geared to the needs of various constituents of the ITO market, including buyers, service providers, and investors. Services and products offered include:

- Syndicated research available to all subscribers
- Custom data cuts from existing research
- Access to the ITO analyst team
- Client-specific custom research projects
- Webinars on current ITO topics
- Strategy sessions focusing on the client’s goals and requirements
- Client event presentations

Our Research

Everest Group focuses on a range of ITO topics of interest to buyers, service providers, and investors in the ITO market. Examples of recent research reports include:

- IT consulting as a catalyst of ITO – The pursuit of a vague synergy
- Hype and reality of cloud computing - Mind the gap
- Mergers and Acquisitions (M&A) in IT outsourcing – “Deals are Back”
- Service Provider Cloud Strategies - “As Unique as Everyone”
- Desktop Virtualization – “A cautious march”
- Remote Infrastructure Management – “RIMO Strategy – Stick to the Basics but Fine-tune too”
- Virtual Desktop Infrastructure – “Supplier Assessment”

Our research agenda evolves as we incorporate insights on market trends, buyers’ requirements and service provider capabilities. Planned research includes topics such as:

- Testing and Assurance Services
- Cloud Computing Strategies
- RIMO Update – Sustaining growth