



## Everest Study: Convergence of Traditional Infrastructure Outsourcing and Remote Infrastructure Management Outsourcing Models More Pronounced

Institute Study Analyzes Almost 500 IT Outsourcing Deals

### Press release

**DALLAS, November 4, 2008** – The convergence between Infrastructure Outsourcing (IO) delivery models is becoming more pronounced as Traditional IO and Remote Management Infrastructure Outsourcing (RIMO) models are coming together in terms of deal characteristics, bundling trends and deal scope, according to a new study by the [Everest Research Institute](#).

The Institute study, [ITO \(IT Outsourcing\) Market Update: ITO Request for Information 2008 – Summary of the Results](#), includes analysis of 493 engagements, which represent RFI participants' 25 largest deals.

**Other high-level, study insights from the in-depth analysis include:**

- Europe is emerging as the new battleground for Infrastructure Outsourcing
- ADM outsourcing: There are multiple signs of increasing maturity of the offshore model leading to growing similarity of the deals signed by multinational corporations and offshore suppliers
- India remains the key offshore delivery destination for ADM suppliers that appear to be further consolidating project delivery to single-region offshore locations as compared to 2006

“The study also examines bundling trends in ITO, finding that Business Process Outsourcing (BPO) and ITO deals continue to be an infrequent occurrence and usually results in smaller deals,” said [Ross Tisnovsky](#), Vice President, Everest Research Institute. “On the other hand, stand-alone ADM and bundled deals occur most often with the IO/ADM combination commanding the largest share of annual contract value.”

### Media contacts

#### The Point Group – America & Europe

##### Scott Tims

Office: +1-214-378-7970x278  
Mobile: +1-214-957-6785  
[stims@thepointgroup.com](mailto:stims@thepointgroup.com)

##### Martha Cook

Office: +1-214-378-7970x240  
[mcook@thepointgroup.com](mailto:mcook@thepointgroup.com)

#### R&PM: Edelman – Asia

##### Puneet Khunger

Office: +91-11-2332-0116  
Mobile: +91-98101-91409  
[puneet.khunger@edelman.com](mailto:puneet.khunger@edelman.com)

##### Priyangshu Dutta

Office: +91-11-2332-0116  
Mobile: +91-981804-4248  
[priyangshu.dutta@edelman.com](mailto:priyangshu.dutta@edelman.com)

To read an extract of the [ITO Market Update: ITO Request for Information 2008 – Summary of the Results](#), purchase the report, or inquire about other research services, please visit [www.everestresearchinstitute.com](http://www.everestresearchinstitute.com), e-mail [info@everestresearchinstitute.com](mailto:info@everestresearchinstitute.com) or call +1-214-451-3110.

**Other Institute studies providing additional insights into this topic:**

- [Ongoing Evolution of the IT Outsourcing Market](#)
- [Emerging Supplier Dilemma in the Remote Infrastructure Management Market](#)

**Other recent ITO studies by the Institute include:**

- [Infrastructure Outsourcing Price Benchmarking and Pricing Trends Overview](#)
- [Infrastructure Outsourcing Input-based Price Benchmarking](#)
- [Infrastructure Outsourcing Output-based Price Benchmarking](#)
- [Reading the Alphabet Soup: SI, PI, ERP, Etc. – The Changing Drivers of IT Consulting](#)

### About Everest Research Institute

[Everest Research Institute](#) serves as a central source of independent and objective strategic intelligence, analysis, and actionable insight for leading corporations, service providers, and investors in the global outsourcing and offshoring marketplace. The Institute addresses both business process and information technology sourcing topics, providing the global outsourcing and offshoring community with information that empowers highly productive, sustainable sourcing strategies and relationships. The Institute's distinguished [Board of Advisors](#), [senior executives](#), and thought leaders oversee the Institute's research agenda to ensure

that it fully supports the business needs of corporations, service providers, and investors.

Everest Research Institute members receive access to unparalleled analytical and advisory services, including access to [Everest analysts](#), in-depth [reports](#) on major outsourcing and offshoring topics, [whitepapers](#) on market-shaping events, and [webinars](#) designed to provide insight and information about important market trends. The Institute's wealth of knowledge and experience provides members with unique perspectives into today's marketplace and the competitive edge required to take advantage of emerging opportunities.

[Everest Group](#) is a global operational strategy consulting firm with offices in such leading business centers as Dallas; Gurgaon, India; London; Amsterdam; New York; Toronto and Melbourne. An industry leader since 1991 when we created the sourcing consulting category, Everest Group has earned a worldwide reputation for ongoing innovation as we help clients achieve maximum value from their operations, which includes sourcing strategy and implementation. Everest created the Everest Research Institute as the central source of industry information. Please visit [www.everestgrp.com](http://www.everestgrp.com) and [www.everestresearchinstitute.com](http://www.everestresearchinstitute.com) for more information.

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