



## IT Management Survey

### Data Report

- 1 Is your organisation moving its applications over to subscription-based purchasing model or are you considering it for the future?
- 2 What do you see as the main benefits of accessing business software on a subscription basis?
- 3 How much of your IT budget do you think you could save if you moved more business applications to a subscription model?
- 4 Thinking about experiences in your own organisation, to what extent do you agree with the following statement: when technology solutions are not integrated, this can lead to increased operational cost of IT management.

Source: Vanson Bourne



**Is your organisation moving its applications over to subscription-based purchasing model or are you considering it for the future?**

Base: All respondents

	Total	Financial services	Manufacturing	Retail, distribution or transport	Other commercial
Yes, we are using a subscription-based purchasing model for some of our business applications	19%	22%	23%	16%	15%
Yes, we have migrated some of our applications to a subscription-based purchasing solution	39%	48%	41%	32%	35%
Yes, we are planning to migrate some of our applications to a subscription-based purchasing model	17%	7%	9%	24%	27%
No, we do not plan to use a subscription-based purchasing model for our business applications	25%	22%	27%	28%	23%
<b>Base</b>	<b>100</b>	<b>27</b>	<b>22</b>	<b>25</b>	<b>26</b>

Base: All respondents

	Total	1000 - 3000 employees	More than 3000 employees
Yes, we are using a subscription-based purchasing model for some of our business applications	19%	17%	21%
Yes, we have migrated some of our applications to a subscription-based purchasing solution	39%	43%	36%
Yes, we are planning to migrate some of our applications to a subscription-based purchasing model	17%	23%	11%
No, we do not plan to use a subscription-based purchasing model for our business applications	25%	17%	32%
<b>Base</b>	<b>100</b>	<b>47</b>	<b>53</b>



## What do you see as the main benefits of accessing business software on a subscription basis?

	Total	Financial services	Manufacturing	Retail, distribution or transport	Other commercial
Base: All respondents					
More tightly controlled costs	59%	70%	73%	44%	50%
Faster speed of implementation	50%	56%	64%	32%	50%
Avoiding costly infrastructure so we can focus on innovation and value added IT	50%	41%	73%	40%	50%
The provider is more accountable	36%	37%	50%	20%	38%
Ability to scale up and down as our business changes	32%	15%	50%	28%	38%
Reduction in space and energy costs	26%	19%	41%	28%	19%
No benefits	5%	0%	0%	12%	8%
<b>Base</b>	<b>100</b>	<b>27</b>	<b>22</b>	<b>25</b>	<b>26</b>

	Total	1000 - 3000 employees	More than 3000 employees
Base: All respondents			
More tightly controlled costs	59%	62%	57%
Faster speed of implementation	50%	51%	49%
Avoiding costly infrastructure so we can focus on innovation and value added IT	50%	53%	47%
The provider is more accountable	36%	34%	38%
Ability to scale up and down as our business changes	32%	38%	26%
Reduction in space and energy costs	26%	26%	26%
No benefits	5%	2%	8%
<b>Base</b>	<b>100</b>	<b>47</b>	<b>53</b>

Source: Vanson Bourne



## How much of your IT budget do you think you could save if you moved more business applications to a subscription model?

Base: All respondents	Total	Financial services	Manufacturing	Retail, distribution or transport	Other commercial
<b>£5,000 per year</b>	<b>5%</b>	4%	0%	4%	12%
<b>£10,000 per year</b>	<b>24%</b>	33%	5%	16%	38%
<b>£50,000 per year</b>	<b>23%</b>	26%	27%	28%	12%
<b>£100,000 or more per year</b>	<b>24%</b>	19%	41%	24%	15%
<b>None of the above, I don't think we would save much by moving to a subscription-based model</b>	<b>24%</b>	19%	27%	28%	23%
<b>Base</b>	<b>100</b>	27	22	25	26

Base: All respondents	Total	1000 - 3000 employees	More than 3000 employees
<b>£5,000 per year</b>	<b>5%</b>	4%	6%
<b>£10,000 per year</b>	<b>24%</b>	23%	25%
<b>£50,000 per year</b>	<b>23%</b>	28%	19%
<b>£100,000 or more per year</b>	<b>24%</b>	17%	30%
<b>None of the above, I don't think we would save much by moving to a subscription-based model</b>	<b>24%</b>	28%	21%
<b>Base</b>	<b>100</b>	47	53



**Thinking about experiences in your own organisation, to what extent do you agree with the following statement: when technology solutions are not integrated, this can lead to increased operational cost of IT management.**

	Total	Financial services	Manufacturing	Retail, distribution or transport	Other commercial
Base: All respondents					
<b>Very much agree</b>	<b>44%</b>	33%	59%	48%	38%
<b>Agree</b>	<b>51%</b>	59%	36%	52%	54%
<b>Disagree</b>	<b>4%</b>	7%	5%	0%	4%
<b>Strongly disagree</b>	<b>1%</b>	0%	0%	0%	4%
<b>Average</b>	<b>3.38</b>	3.26	3.55	3.48	3.27
<b>Base</b>	<b>100</b>	27	22	25	26

	Total	1000 - 3000 employees	More than 3000 employees
Base: All respondents			
<b>Very much agree</b>	<b>44%</b>	34%	53%
<b>Agree</b>	<b>51%</b>	62%	42%
<b>Disagree</b>	<b>4%</b>	2%	6%
<b>Strongly disagree</b>	<b>1%</b>	2%	0%
<b>Average</b>	<b>3.38</b>	3.28	3.47
<b>Base</b>	<b>100</b>	47	53