

# M247 Trends

## Exploring the relationship between IT providers and end users

### Where the lines blur into an extended team

In a data-hungry always connected world it's no surprise we have seen a proliferation of cloud-enabled services and applications. Latest figures suggest 30% of all IT budgets are already allocated to cloud computing, a trend that is set to continue growing.

We wanted to know what happens when the complexity of the IT ecosystem and infrastructure is more developed than in-house teams can comfortably manage.

### We asked 501 IT decision makers

In a recent YouGov poll M247 asked IT decision makers how they plan in an ever-changing IT landscape and what the key factors affecting their decisions are.



**91% SME**

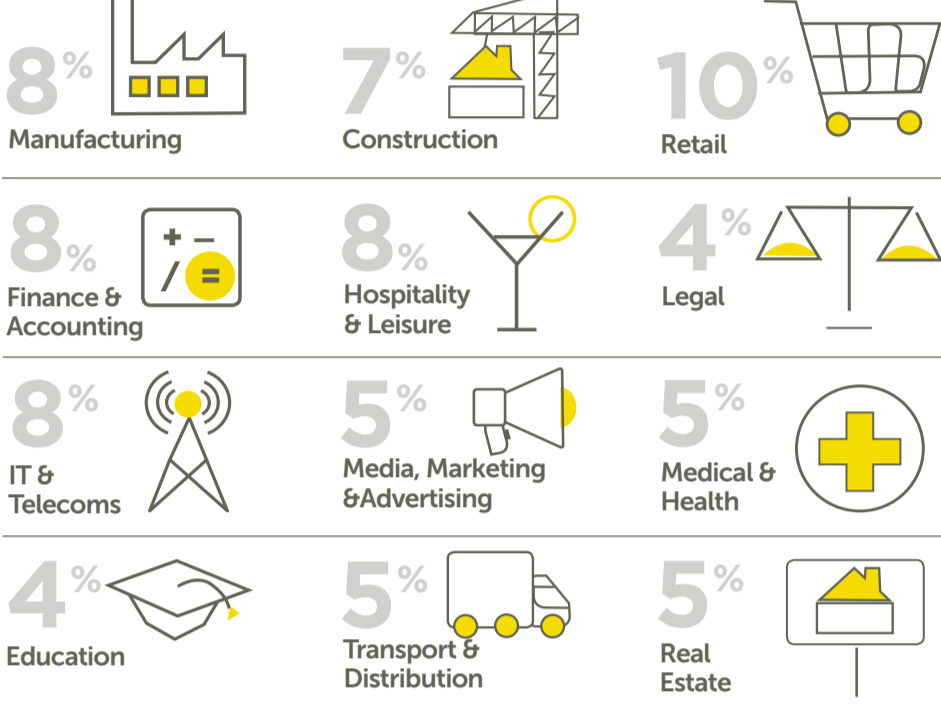
<249 employees



**9% Enterprise**

>250 employees

### Covering a whole spectrum of industries

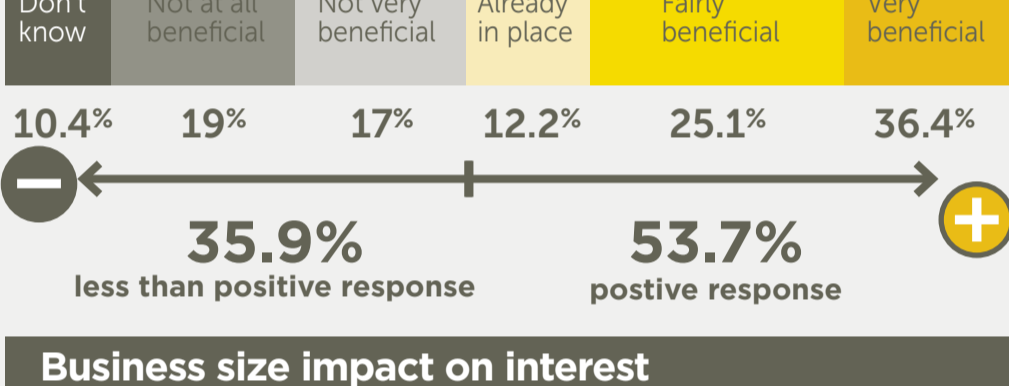


**20% polled** were from other miscellaneous industries

## What we found

### Interest levels in team extension

We asked IT decision makers how beneficial, IT service providers who acted as an extension to the internal team were:



### Business size impact on interest

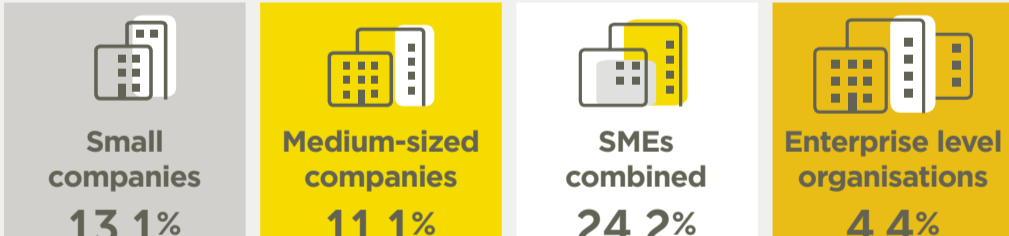
Whilst businesses of all sizes showed interest in the concept of an IT service provider-led team extension, Enterprise level organisations demonstrated greater levels of support for this idea.



### SMEs already taking the lead

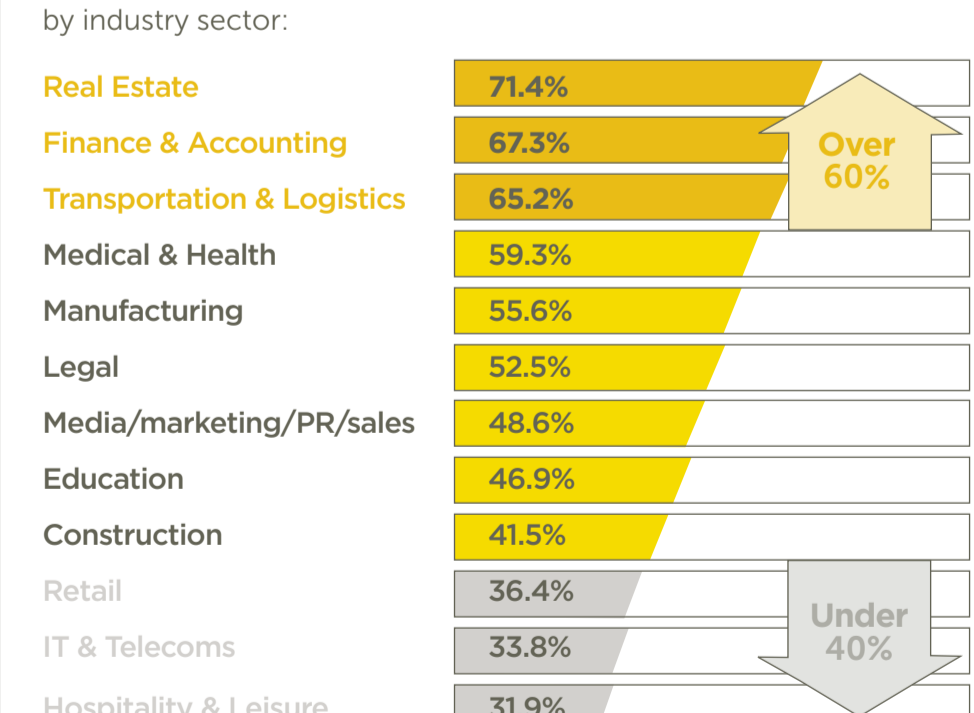
The reason why enterprise level organisations were more interested in this idea than SMEs, is because SMEs are already leading the way utilising IT service providers as part of an extended team.

Businesses that already using IT service providers as an extension to their internal team:



### Industry sector also impacted interest

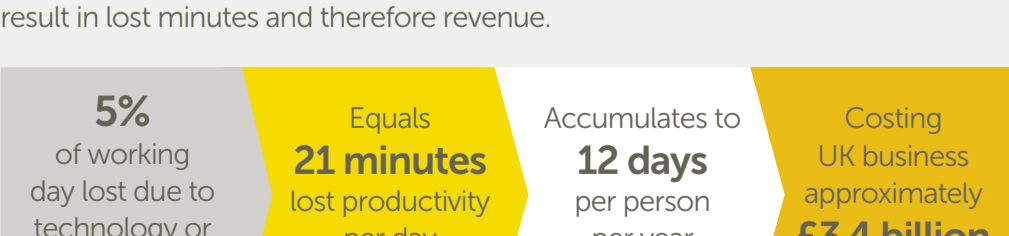
We found that positive response to this idea varied significantly by industry sector:



## Why this is so important

### Unseen costs to business

In a recent Probrand survey of 1,137 workers, they found IT problems quickly result in lost minutes and therefore revenue.



### The IT skills gap

As businesses become ever more technology driven and dependant, some organisations and sectors are feeling the impact of the IT Skills Gap more than others. And with greater priority being placed upon IT driven strategies such as digital transformation, unified communications and cloud integration, the demand on IT teams is ever growing.

**In conclusion, more and more organisations will therefore look for strong IT partners who offer not only simple products provision but a solution orientated relationship that adds value.**