INPUT®

Federal Information Systems and Services Program

Federal Professional Services Market, 1989-1994

- Complete Market Analysis
- A New Study
- Available Immediately

– Federal Information Systems and Services Program –

Federal Professional Services Market, 1989-1994

The report presents INPUT's analysis of the federal market for professional services vendors. It identifies market issues, trends, and agency requirements that impact contractors that offer consulting, education, training, programming and analysis, and operational support in this market.

FEDERAL PROFESSIONAL SERVICES MARKET

- Introduction
- Executive Overview
- Market Analysis and Forecast
- Federal User Requirements and Trends
- Competitive Trends
- Professional Services Opportunities

AGENCY PERSPECTIVE

- Problems/Issues
- Budget and Applications
- Agency Perceptions
- Case Studies of Contracts
- Acquisition Plans and Preferences
- Projected Trends

VENDOR PERSPECTIVE

- Vendor Participation
- Vendor Market Perceptions
- Vendor Contracting Views
- Trends

The federal government's reliance on information technology to improve productivity and agency staffing inadequacies provides numerous opportunities for vendors that supply professional services. Vendors in this market need to maximize their marketing efforts and pricing strategies to capitalize on agency opportunities.

The report focuses on the current responses of the federal and vendor communities to issues, trends, and growth patterns of professional services. Case studies of existing contracts are included to demonstrate the wide variety of opportunities available to contractors.

The data collected from government sources and leading vendors summarizes their views regarding:

- Future Use of Professional Services
- Leading Vendors
- Strategies and Market Perceptions
- Existing Contracts

Case study and updated vendor information was collected by INPUT during 1989.

The report includes a totally new market forecast, which is presented in a way that allows marketing and operations executives to assess their capabilities and competitiveness in the four submodes of contractor-supplied professional services for the federal market.

INPUT's assessment of agency requirements, competition, and evolving trends and issues provides market intelligence to assist existing or future vendors in developing successful marketing directions.

Order Form

INPUT's Research Studies

Yes!
Please enter my order as described:

Federal Professional Services Market, 1989-1994 report at the fee of $1,500.

TERMS OF PAYMENT
Payment in full is due within 30 days of invoice date.

❑ Enclosed is my check in the amount of $_____.

❑ Bill my company on purchase order number _____ in the amount of $_____.

California clients: Please add applicable sales tax on 70% of purchase price.

CONDITIONS AGREEMENT
The information provided shall be used only by the employees of and within the current corporate structure of the client and will not be disclosed to any other organization or person including parent, subsidiary, or affiliated organizations without written consent of INPUT. INPUT exercises its best efforts in preparation of the information provided under this Agreement and believes the information contained therein to be accurate. However, INPUT shall have no liability for any loss or expense that may result from incompleteness or inaccuracy of the information provided. INPUT reserves the right to change or modify the content of the program in response to changing client requirements.

INPUT
1280 Villa Street
Mountain View
CA 94041
(415) 961-3300
Telex 171407
Fax (415) 961-3966

Authorized By:

Organization

Name

Title

Address

Telephone

Signature Date

Accepted By INPUT:

Signature

Name

Title

Date

GFP6-7/89dm

FEDERAL INFORMATION SYSTEMS AND SERVICES PROGRAM

The *Federal Professional Services Market, 1989-1994* report is one of a series of market analysis reports.

Other reports in the program include:

Federal Microcomputer Market, 1989-1994

Federal Systems Integration Market, 1989-1994

Federal Computer Security Market, 1989-1994

Federal Software Products and Related Services Market, 1989-1994

Federal Processing Services and Operational Support Markets, 1989-1994

Defense Logistics Agency Information Services Market

The program also includes:

- Access to INPUT Consultants
- "Hotline" Inquiry Service
- Client Conference
- Federal Information Center

RANKINGS OF CHARACTERISTICS OF SUCCESSFUL CONTRACTORS

Characteristic	Ranking*		
	Civil Agencies	DoD Agencies	Vendors
Price	2	[1]	[1]
Support	4	4	(7)
Staff Experience	[1]	5	2
Software Development Experience	3	[1]	3
Application/Functional Experience	4	3	6
Federal Contract Experience	6	(7)	4
Agency Experience	(7)	5	4

* Ranking 1 = Most important ([ ]), 7 = Least important (( )).

UNCERTAINTIES/ISSUES AFFECTING THE FEDERAL PROFESSIONAL SERVICES MARKET

- Increases in DPAs and MOLs
- MASCs policies
- Industry mergers and acquisitions
- Fraud and liability laws
- Other legal issues
- GSA "Go for 12" program
- GSA "Trail Boss" program
- Downsizing of procurements
- Congressional preferences

About INPUT

INPUT provides planning information, analysis, and recommendations to managers and executives in the information processing industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions.

Continuous-information advisory services, proprietary research/consulting, merger/acquisition assistance, and multiclient studies are provided to users and vendors of information systems and services (software, processing services, turnkey systems, systems integration, professional services, communications, systems/software maintenance and support).

Many of INPUT's professional staff members have more than 20 years' experience in their areas of specialization. Most have held senior management positions in operations, marketing, or planning. This expertise enables INPUT to supply practical solutions to complex business problems.

Formed as a privately held corporation in 1974, INPUT has become a leading international research and consulting firm. Clients include more than 100 of the world's largest and most technically advanced companies.

Offices

North America

Headquarters
1280 Villa Street
Mountain View, CA 94041
(415) 961-3300
Telex 171407 Fax (415) 961-3966

New York
959 Route 46 East, Suite 201
Parsippany, NJ 07054
(201) 299-6999
Telex 134630 Fax (201) 263-8341

Washington, D.C.
8298 Old Courthouse Rd.
Vienna, VA 22182
(703) 847-6870 Fax (703) 847-6872

International

Europe
Piccadilly House
33/37 Regent Street
London SW1Y 4NF, England
(01) 493-9335
Telex 27113 Fax (01) 629-0179

Paris
29 rue de Leningrad
75008 Paris, France
(16) 44-80-48-43
Fax (16) 44-80-40-23

Japan
FKI, Future Knowledge Institute
Saida Building,
4-6, Kanda Sakuma-cho
Chiyoda-ku,
Tokyo 101, Japan
(03) 864-4026 Fax (03) 864-4114

INPUT®

1280 Villa Street, Mountain View, CA 94041
415-961-3300 Fax 415-961-3966

Federal Professional Services Market, 1989-1994

The enclosed brochure introduces our latest release for the Federal Information Systems and Services Program.

To order the report, simply fill out the enclosed authorization form and mail or fax it to INPUT.

I look forward to hearing from you.

Yours sincerely,

John E. Frank
Vice President
Federal Information Systems and Services Program

INPUT®

1280 Villa Street, Mountain View, CA 94041
415-961-3300 Fax 415-961-3966

Federal Professional Services Market, 1989-1994

The enclosed brochure introduces our latest release for the Federal Information Systems and Services Program.

To order the report, simply fill out the enclosed authorization form and mail or fax it to INPUT.

I look forward to hearing from you.

Yours sincerely,

John E. Frank
Vice President
Federal Information Systems and Services Program