

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
<ul style="list-style-type: none">• Introduction• Executive Overview• Market Analysis and Forecast• Federal User Requirements and Trends• Competitive Trends• Professional Services Opportunities
AGENCY PERSPECTIVE
<ul style="list-style-type: none">• Problems/Issues• Budget and Applications• Agency Perceptions• Case Studies of Contracts• Acquisition Plans and Preferences• Projected Trends
VENDOR PERSPECTIVE
<ul style="list-style-type: none">• 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 a agency requirements, competition, and evolving trends and issues provides market intelligence to assist existing or future vendors in developing successful marketing directions.

INPUT's Research Studies

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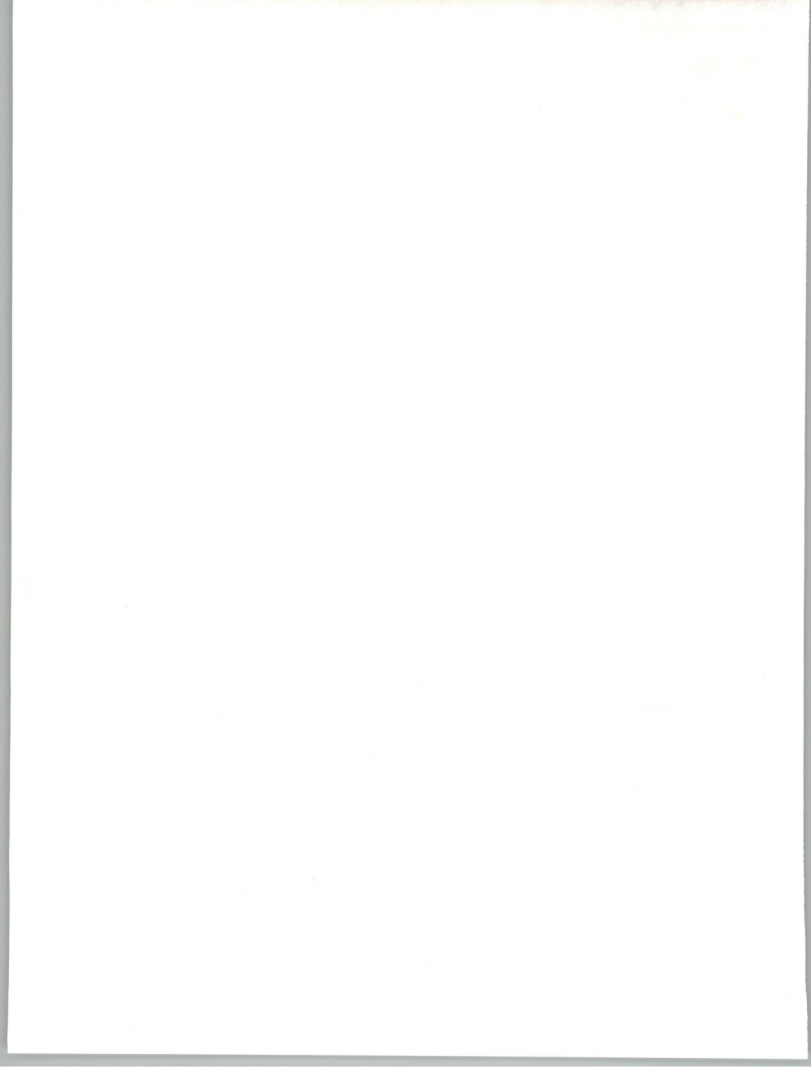
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FEDERAL INFORMATION SYSTEMS AND SERVICES PROGRAM

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
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- 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

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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.

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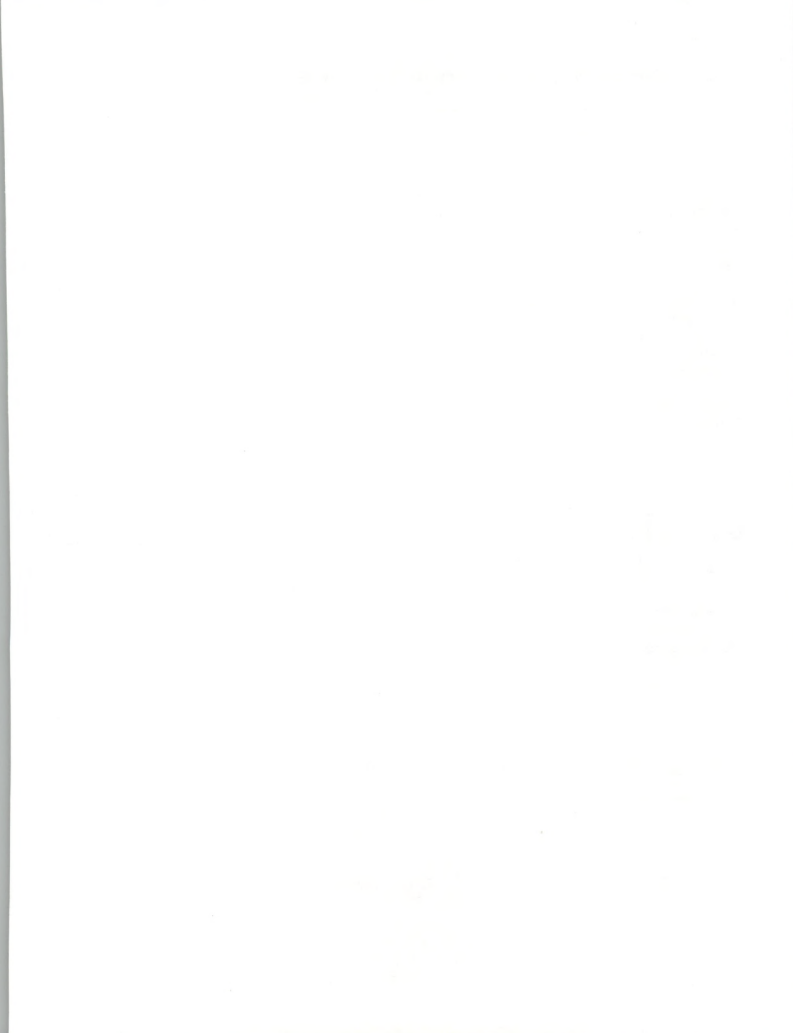
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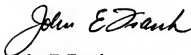
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Yours sincerely,



John E. Frank
Vice President
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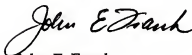
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