

Market Forecasts

MF- 1

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Notes



**Forecasts Are for U.S.
Non-Captive User
Expenditures, in Current
Period Dollars.**

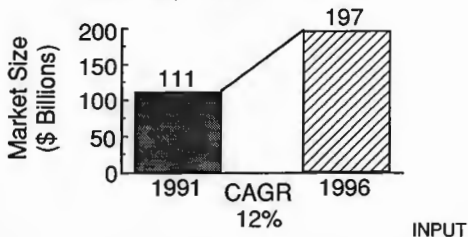
MF- 2

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Notes



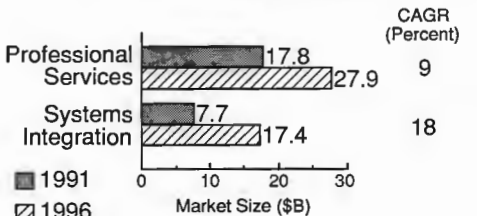
U.S. Information Services Market, 1991-1996



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Notes

U.S. Information Services Market, 1991-1996

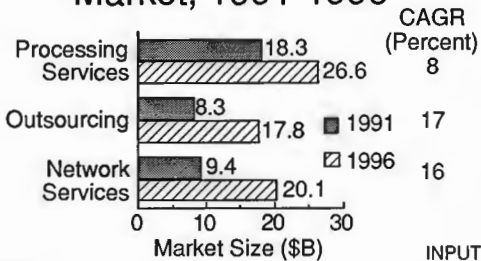


MF-4a

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Notes

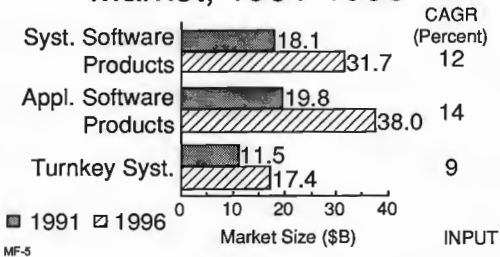
U.S. Information Services Market, 1991-1996



MF-4b

Notes

U.S. Information Services Market, 1991-1996



Notes

Selected Leading Information Services Vendors

Vendor	1990 U.S. Rev. (\$B)	Market Share (Percent)
IBM	5.8	6
EDS	2.4	2
ADP	1.7	2

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Notes

Selected Leading Information Services Vendors

Vendor	1990 U.S. Rev. (\$B)	Market Share (Percent)
Computer Sciences	1.5	2
Digital Equipment	1.3	1
Andersen Consulting	1.2	1

MF-6b

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Notes

Selected Leading Information Services Vendors

Vendor	1990 U.S. Rev. (\$B)	Market Share (Percent)
Unisys	0.9	1
Control Data	0.8	1
Computer Assoc.	0.7	1

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Notes

Impact of Economic Slowdown (Short-Term)

	Change in Growth Rate
Processing Services	—
Network Services	—
Software Products	↓
Turnkey Systems	↓

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Notes

Impact of Economic Slowdown (Short-Term)

	<u>Change in Growth Rate</u>
Professional Services	↓
Systems Integration	↓
Systems Operations	↑

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Notes

Impact of Economic Slowdown—Information Services Vendors

- Some near-term growth impact
- Stay close to clients
- Prospects-know secondary buyer
- Expect the unexpected
- Watch internal budgets

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Notes

Impact of Economic Slowdown—Information Services Vendors

- Some near-term growth impact
- Stay close to clients
- Prospects-know secondary buyer
- Expect the unexpected
- Watch internal budgets

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Notes

U.S. Information Services Industry

1990 Performance

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Notes

1990-1995 Forecast Results

U.S. IS Market

	89-90 Growth	Prelim. Results	90-91 Growth	Prelim. Forecast
Applications SW Prod.	12	+	12	+
Systems SW Prod.	13	0	12	+

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Notes



1990-1995 Forecast Results

U.S. IS Market

	89-90 Growth	Prelim. Results	90-91 Growth	Prelim. Forecast
Professional Services	10	+	10	0
Systems Integration	19	—	18	—

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Notes

1990-1995 Forecast Results

U.S. IS Market

	89-90 Growth	Prelim. Results	90-91 Growth	Prelim. Forecast
Processing Services	8	—	8	—
Systems Operations	16	+	15	+

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Notes



1990-1995 Forecast Results

U.S. IS Market

	89-90 Growth	Prelim. Results	90-91 Growth	Prelim. Forecast
Turnkey Systems	9	0	9	0
Network Services	16	—	16	—

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Notes

the 1990s, the number of people who have been employed in the public sector has increased in all countries. The increase has been particularly rapid in the United Kingdom, where the public sector has grown from 12.5% of the economy in 1970 to 22.5% in 1995.

There are a number of reasons for this increase. One is the growth of the welfare state. Another is the growth of the public sector in the form of health care, education, and social services. A third is the growth of the public sector in the form of the armed forces, police, and fire services. A fourth is the growth of the public sector in the form of the civil service.

The growth of the public sector has led to a number of problems. One is the increase in government expenditure. Another is the increase in government borrowing. A third is the increase in government deficits. A fourth is the increase in government debt.

The growth of the public sector has also led to a number of other problems. One is the increase in government intervention in the economy. Another is the increase in government regulation. A third is the increase in government control over the economy.

The growth of the public sector has also led to a number of other problems. One is the increase in government bureaucracy. Another is the increase in government red tape. A third is the increase in government waste.

The growth of the public sector has also led to a number of other problems. One is the increase in government inefficiency. Another is the increase in government corruption. A third is the increase in government waste.

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Public Information Services Vendors

1990 Performance

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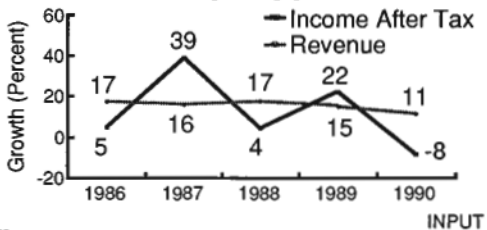
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Notes



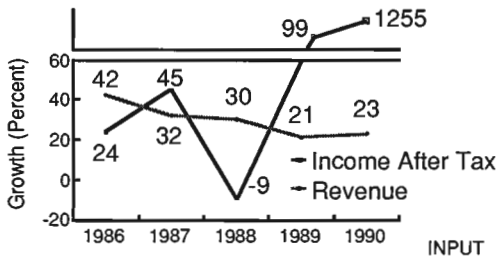
Public Vendors

Processing/Network Services



Notes

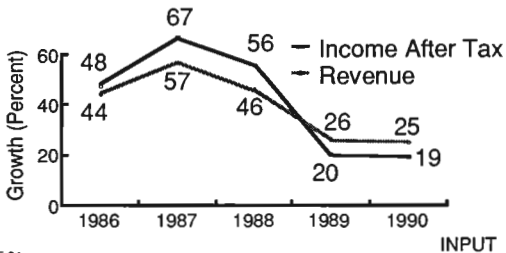
Public Vendors
Electronic Information Services



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Notes

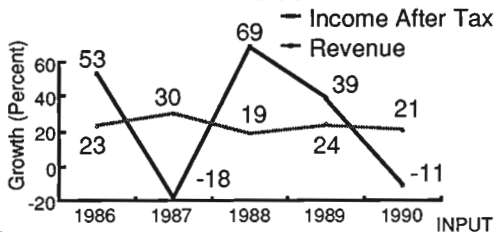
Public Vendors Systems Software Products



Notes

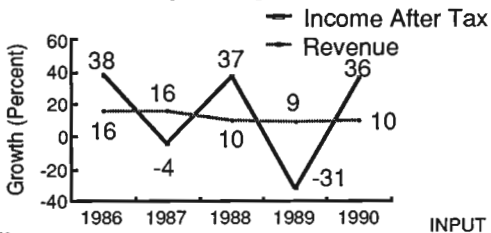
Public Vendors

Applications Software Products



Notes

Public Vendors
Government Professional
Services

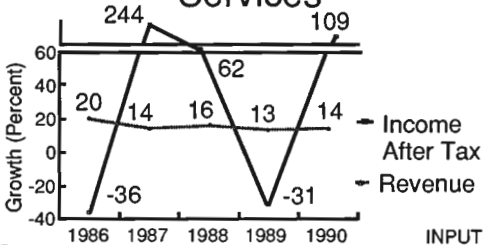


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Notes



Public Vendors
**Commercial Professional
Services**



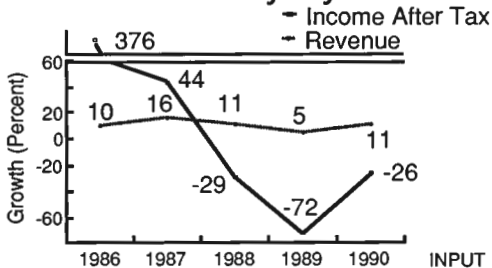
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Notes



Public Vendors

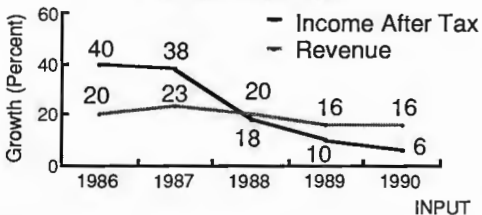
VAR/Turnkey Systems



Notes

Public Vendors

Information Services Performance



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Notes

Public Software Companies

	PC (Percent)	Other (Percent)
<u>89-90 Growth</u>		
Revenue	33	18
Net Income	15	(27)
<u>Profit Margin*</u>		
1989	13	10
1990	15	6

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*After Tax

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Notes

Leading SI and Professional Services Vendors

Vendor	1990 U.S. Rev. (\$ B)	% Prof. Services	% SI
IBM	1.8	28	72
EDS	1.1	42	58
Andersen Consulting	1.0	31	69

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Notes

Leading SI and Professional Services Vendors

Vendor	1990 U.S. Rev. (\$ B)	% Prof. Services	% SI
CSC	0.9	52	48
DEC	0.7	25	75
Unisys	0.6	32	68

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Notes

Leading SI and Professional Services Vendors

Vendor	1990 U.S. Rev. (\$ B)	% Prof. Services	% SI
SAIC	0.5	11	89
PRC	0.4	47	53
Grumman	0.4	56	44

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Notes

Leading Processing Services and SO Vendors

Vendor	1990 U.S. Rev. (\$ B)	% Proc. Services	% SO
ADP	1.24	99	1
EDS	1.18	15	85
FFMC	0.84	88	12
Am. Express	0.73	100	—

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Notes

Leading Processing Services and SO Vendors

Vendor	1990 U.S. Rev. (\$ B)	% Proc. Services	% SO
CSC	0.53	13	87
CDC	0.32	97	3
IBM	0.27	37	63
Covia	0.24	100	—

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Notes

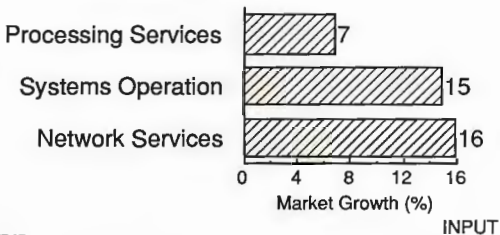
Leading Processing Services and SO Vendors

Vendor	1990 U.S. Rev. (\$ B)	% Proc. Services	% SO
NDC	0.23	100	—
Systematics	0.19	—	100
GTECH	0.18	100	—
GEIS	0.18	100	—

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Notes

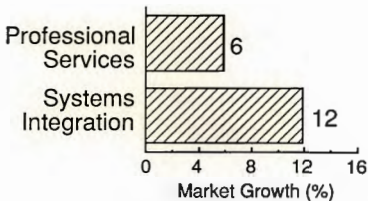
U.S. Information Services Market, 1990-1991



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Notes

U.S. Information Services Market, 1990-1991

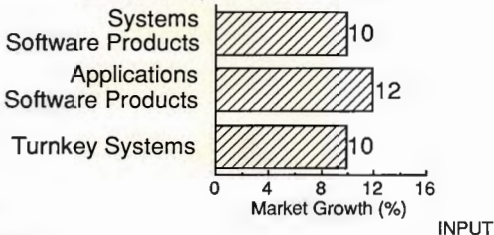


MF-37b

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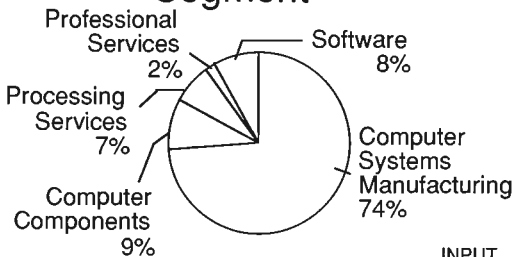
Notes

U.S. Information Services Market, 1990-1991



Notes

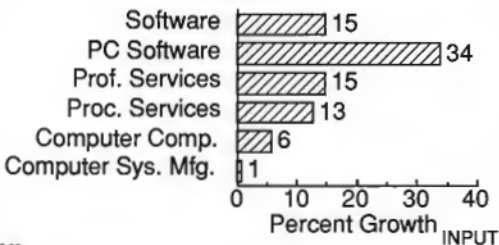
Revenue by Industry Segment



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Notes

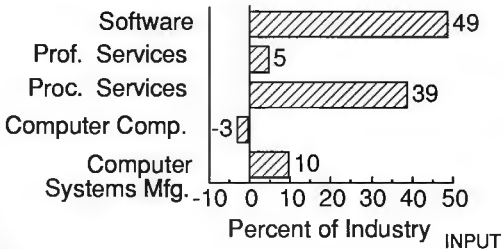
Industry Segment Revenue Growth



MF-39

Notes

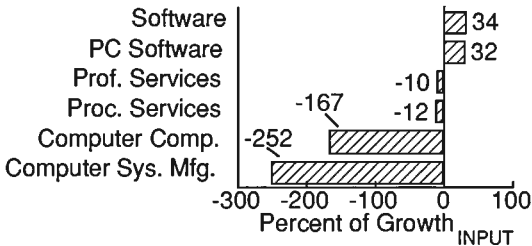
Earnings by Industry Segment



MF-40

Notes

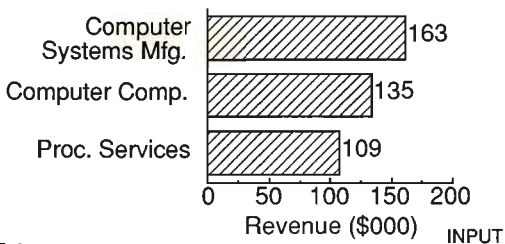
Earnings Growth by Industry Segment



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Notes

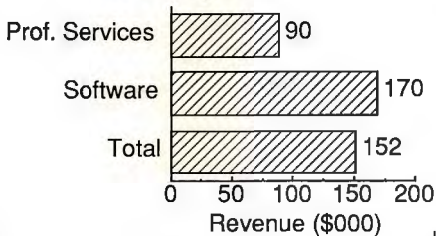
Revenue per Employee by Industry Segment



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Notes

Revenue per Employee by Industry Segment

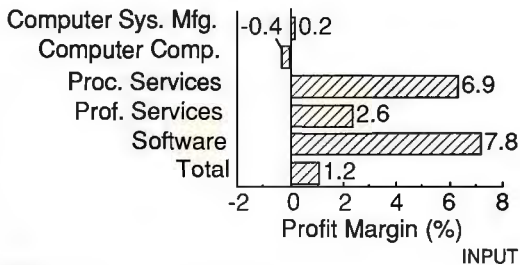


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Notes

Profitability by Ind. Segment

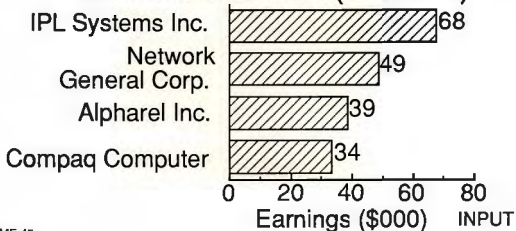


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Notes

Earnings per Employee Leaders

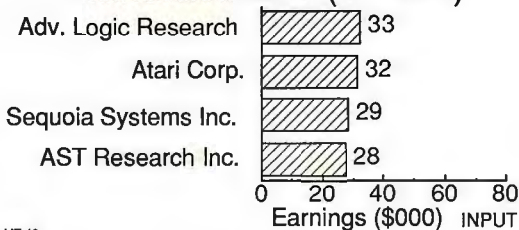
Computer Systems Manufacturers (CSMR)



Notes

Earnings per Employee Leaders

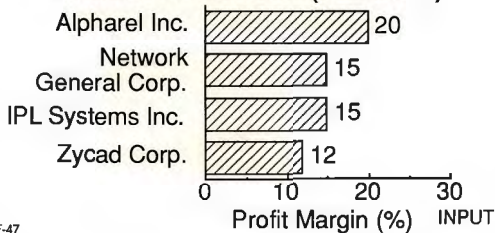
Computer Systems Manufacturers (CSMR)



Notes

Profit Margin Leaders

Computer Systems Manufacturers (CSMR)

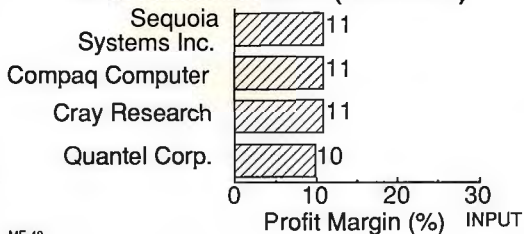


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Notes

Profit Margin Leaders

Computer Systems Manufacturers (CSMR)



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Notes

Earnings per Employee Leaders

Software Products Companies (SOFT)



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Notes

Earnings per Employee Leaders

Software Products Companies (SOFT)

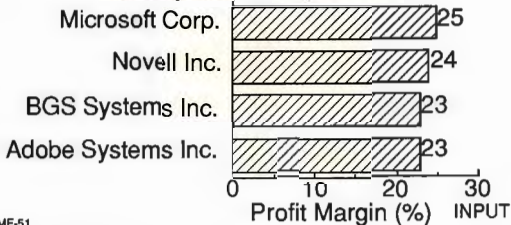


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Notes

Profit Margin Leaders

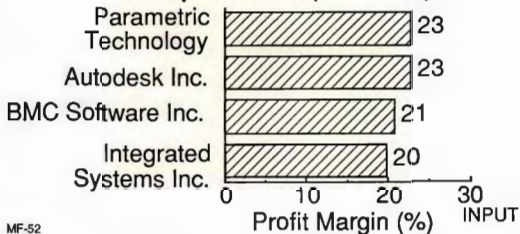
Software Products Companies (SOFT)



Notes

Profit Margin Leaders

Software Products Companies (SOFT)



Notes

Earnings per Employee Leaders
**Professional Services
Companies (PROF)**



Notes

Earnings per Employee Leaders

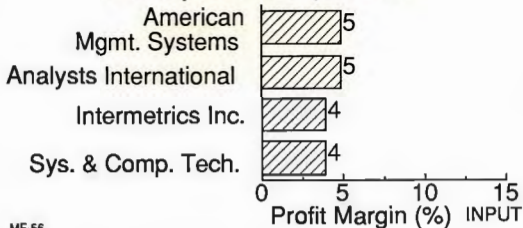
Professional Services Companies (PROF)



Notes

Profit Margin Leaders

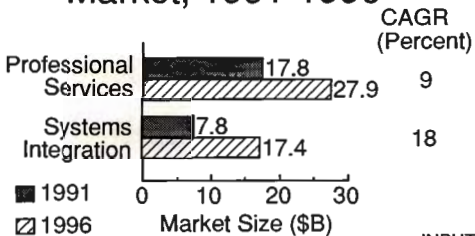
Professional Services Companies (PROF)



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Notes

U.S. Information Services Market, 1991-1996

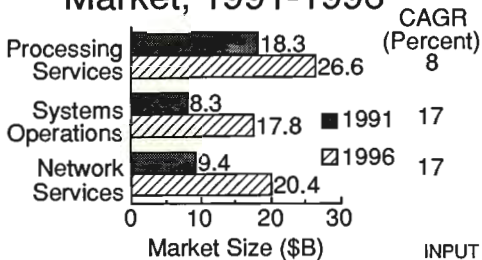


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Notes

U.S. Information Services Market, 1991-1996

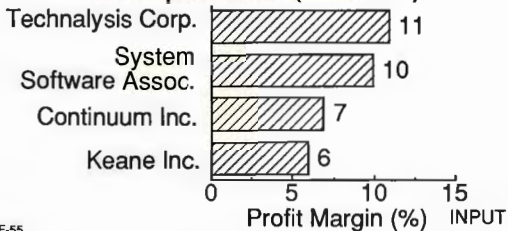


MF-4b

Notes

Profit Margin Leaders

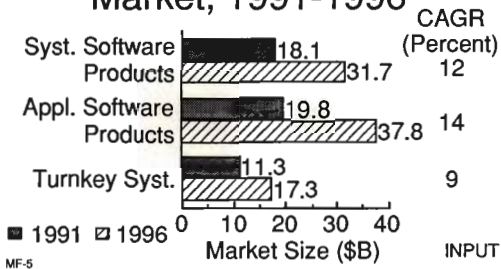
Professional Services Companies (PROF)



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Notes

U.S. Information Services Market, 1991-1996



Notes

