

INFORMATION TECHNOLOGY CONSULTING



INDUSTRY OVERVIEW

The IT Consulting industry includes firms that provide the following services to client companies: writing, testing and supporting custom software; planning and designing integrated hardware, software and communication infrastructure; and on-site management of computer systems and data processing facilities. Shifting technology trends have boosted demand for new services and encouraged companies to replace older, more traditional technology.

TOP COMPETITORS

- Dell Technologies Inc.
- Accenture PLC
- Hewlett-Packard Enterprise (HPE)
- International Business Machines Corp. (IBM)

KEY STATS

TEV/Revenue	2.4X
TEV/EBITDA	14.6X
Revenue, 3 Yr CAGR %	3.9%
EBITDA, 3 Yr CAGR %	4.1%

EXTERNAL DRIVER #1

Private investment in computers and software: As innovations in product offerings stimulate private investment in computer systems, demand for industry services rises. Private investment in computers and software is expected to increase in 2021.

EXTERNAL DRIVER #2

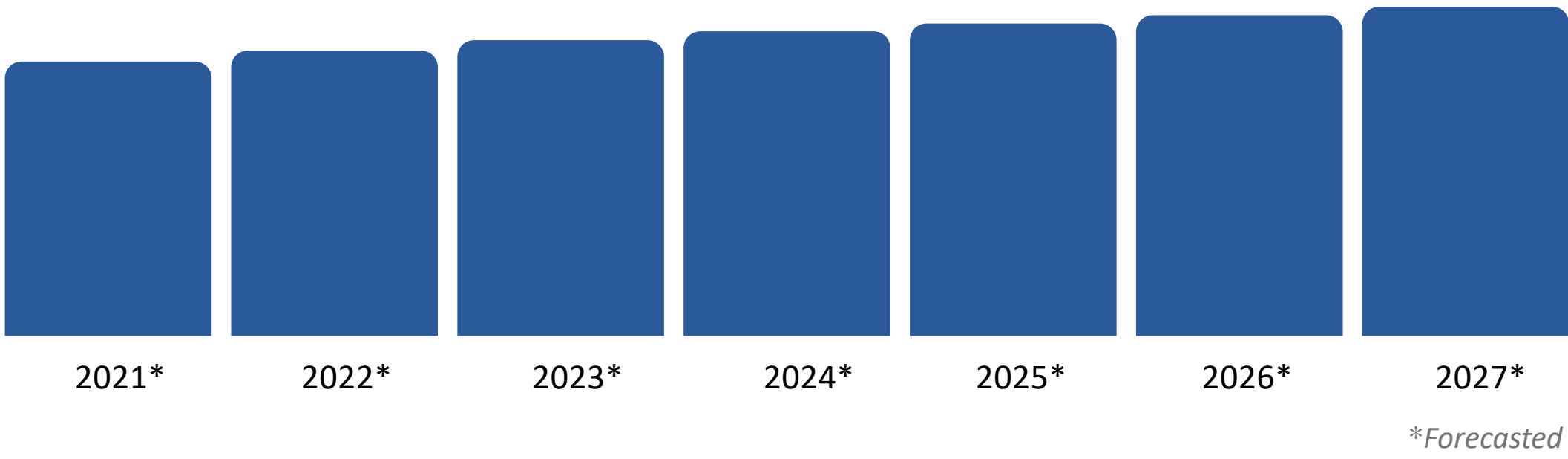
Corporate profit: Corporate profit is positively correlated with demand for IT consulting services. As corporate profit rises, companies become more confident about making large, long-term investments, encouraging them to hire IT consultants. Corporate profit is expected to increase in 2021.

EXTERNAL DRIVER #3

Number of mobile internet connections: As more consumers become connected to the internet, they require more assistance with IT systems, creating a surge in demand for the industry, driving up revenue. The number of mobile internet connections is expected to rise in 2021.

PROJECTED U.S. REVENUE, 2021*-2027*

IN US\$ BILLIONS



CONCLUSION

The industry's revenue is projected to grow at an annualized 3.2% rate, reaching \$630 billion USD by 2027. The expected increase in private computer & software investments, corporate profitability, & quantity of mobile internet connections are all contributing factors to the industry's expansion. Cloud computing, big data analytics, & mobile-based solutions are furthering the demand for IT Consulting services.

ABOUT BARDI CO.

Bardi Co. is a transnational boutique investment bank implementing the highest standards of quality, analytical rigor, and insight. The firm differentiates itself from other advisory firms through technical sophistication, persistence, good judgment and a unique international cultural understanding. Bardi Co. specializes in M&A advisory services, corporate finance and capital raises for middle market companies in various industries.

Copyright © 2021 Bardi Co. LLC, investment bank. All rights reserved. Redistribution or reproduction in whole or in part are prohibited without written permission. This document does not constitute an offer of services in jurisdictions where Bardi Co. LLC or their respective affiliates do not have the necessary licenses. All information provided by Bardi Co. LLC is impersonal and not tailored to the needs of any person, entity or group of persons.

These materials have been prepared solely for informational purposes based upon information generally available to the public and from sources believed to be reliable. No content contained in these materials or any part thereof (“Content”) may be modified, reverse-engineered, reproduced or distributed in any form or by any means, or stored in a database or retrieval system, without the prior written permission of Bardi Co. LLC. The Content shall not be used for any unlawful or unauthorized purposes. Bardi Co. LLC does not guarantee the accuracy, completeness, timeliness or availability of the Content. Bardi Co. LLC is not responsible for any errors or omissions, regardless of the cause, for the results obtained from the use of the Content. In no event shall Bardi Co. LLC be liable to any party for any direct, indirect, incidental, exemplary, compensatory, punitive, special or consequential damages, costs, expenses, legal fees, or losses (including, without limitation, lost income or lost profits and opportunity costs) in connection with any use of the Content even if advised of the possibility of such damages.