



“Life after Mega-Deals in the IT Outsourcing Market” Webinar presented by Everest Research Institute and Bernstein Analysts

A Buyers View on the ITO Market on March 12

Press release

DALLAS, March 4, 2008 – Analysts from the [Everest Research Institute](#) and [Sanford C. Bernstein & Co.](#) will hold a one-hour Webinar to discuss the new challenges in the [Information Technology Outsourcing](#) (ITO) market stemming from a decrease in the mega-deals segment of the ITO market, lack of traction in the Small and Medium Business (SMB) segment, and the emergence of the Large Enterprises as a key driver of growth in the ITO. The [Webinar](#), “Life after Mega-deals in the IT Outsourcing Market,” will be held March 12, 10 a.m. CDT / 11 a.m. EDT.

[Ross Tisnovsky](#), Vice President of ITO Research at Everest Research Institute, and Senior Analyst Rod Bourgeois of Bernstein Research will discuss and answer the following:

- What are the latest trends in the global ITO market?
- What are the structural changes in key client segments in the ITO market: mega-deals, Large Enterprises and SMB?
- How are these changes in the ITO market likely to affect the ITO markets (i.e., Application Development Maintenance or ADM, Infrastructure Outsourcing or IO, and Remote Infrastructure Management Outsourcing or RIMO) from the pricing and competitive intensity points of view?

“Most ITO research has been focused on analyzing individual market segments such as ADM or IO,” said Tisnovsky. “In this Webinar, we’re going to look at the market from a different angle by evaluating pertinent trends by customer segment.”

“For several years, we’ve harped on maturation in the mega-outsourcing-deal market. The action has now turned to smaller outsourcing deals in the Large Enterprises market segment. This industry shift has significant implications for growth, pricing, and competition,” said Bourgeois.

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About Everest Research Institute

[Everest Research Institute](#) serves as a central source of independent and objective strategic intelligence, analysis, and actionable insight for leading corporations, service providers, and investors in the global outsourcing and offshoring marketplace. The Institute addresses both business process and information technology sourcing topics, providing the global outsourcing and offshoring community with information that empowers highly productive, sustainable sourcing strategies and relationships. The Institute's distinguished [Board of Advisors](#), senior executives and thought leaders oversee the Institute's research agenda to ensure that it fully supports the business needs of corporations, service providers, and investors.

Everest Research Institute [members](#) receive access to unparalleled analytical and advisory services, including access to Everest analysts, in-depth [reports](#) on major outsourcing and offshoring topics, [whitepapers](#) on market-shaping events, and [webinars](#) designed to provide insight and information about important market trends. The Institute's wealth of knowledge and experience provides members with unique perspectives into today's marketplace and the competitive edge required to take advantage of emerging opportunities.

[Everest Group](#) is a global operational strategy consulting firm with offices in such leading business centers as Dallas; Gurgaon, India; London; Amsterdam; New York; Toronto and Melbourne. An industry leader since 1991 when we created the sourcing consulting category, Everest Group has earned a worldwide reputation for ongoing innovation as we help clients achieve maximum value from their operations, which includes sourcing strategy and implementation. Everest created the Everest Research Institute as the central source of industry information. Please visit www.everestgrp.com and www.everestresearchinstitute.com for more information.

About Bernstein Research

[Sanford C. Bernstein & Co.](#) has been providing top-quality investment research to institutional investors such as pension managers, mutual funds, banks and insurance companies for more than 25 years. The Bernstein research brand is defined by our renowned "blackbook" reports. These are known for their unbiased in-depth company and industry forecasts. In addition, Bernstein reports have established a reputation for disciplined research into valuation and the factors affecting stock-price movements.

To produce our "blackbooks" and other research literature, we have brought together a community of company and industry specialists, with a strong tilt toward those who have business experience in the industries that they cover; quantitative analysts; and a team of portfolio strategists dedicated to conducting in-depth fundamental research on a global basis. The goal of each Bernstein analyst is to forecast earnings power and industry trends by disaggregating the components of profitability in each line of business of each company within our coverage universe. Bernstein's research has been sought out by leading investment managers around the world, and we are annually ranked as among the best by acknowledged arbiters such as Institutional Investor, Greenwich Research and Reuters.

The 45-minute [Webinar](#), followed by 15 minutes of questions and answers with participants, will take place on March 12, 2008, at 10 a.m. CDT; 11 a.m. EDT. To register, please visit: www.everestresearchinstitute.com/Events/Webinars. For more information about this Webinar or other research services, please email info@everestresearchinstitute.com or call +1-214-451-3110.

This Webinar is part of an ongoing collaboration between Bernstein and Everest for the past six years to conduct joint research and share collective findings with industry participants.