

NEWS RELEASE

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Impact of US economy on IT outsourcing spending in 2008 to be debated by Everest Research Institute and Bernstein analysts in Dec. 11 Webinar

DALLAS, December 4, 2007 — Information technology services analysts from the Everest Research Institute and Sanford C. Bernstein & Co. will discuss – and debate – the impact of the U.S. economy on IT services spending in 2008 in a one-hour Webinar on December 11, 10 a.m. CST.

Ross Tisnovsky, Vice President of ITO Research at Everest Research Institute, and Senior Analyst Rod Bourgeois of Bernstein Research will offer differing opinions about the potential impacts of a lean economy and IT spending slowdown on IT services. Their topics will include:

- The case for both pessimistic and optimistic points of view regarding 2008 IT services spending
- IT services segments most likely to be affected by cyclical changes
- The lessons learned from prior slowdowns and factors that are different in the current era compared to the past

“There is a deep concern that the economic climate in the United States will impact what and how much buyers will spend on IT services or possibly eliminate next year,” said Tisnovsky. “The most insightful way to analyze the potential impact of a slowdown is take the buyer’s point of view and thereby consider what buyers are likely to do next year under certain economic conditions.”

“Our research suggests the IT services industry today is not as cyclical as it was in past eras. So, we think recent worry among investors about a slowdown in IT services is likely to prove overblown,” said Bourgeois.

The 45-minute [Webinar](#), followed by 15 minutes of questions and answers with participants, will take place on **December 11, 2007**, at 10 a.m. CST; 11 a.m. EST. To register, please visit: www.everestgrp.com/Webinars.

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

For more information about this Webinar or other research services, please [e-mail info@everestresearchinstitute.com](mailto:info@everestresearchinstitute.com) or call +1-214-451-3110.

About Everest Research Institute

[Everest Research Institute \(www.everestresearchinstitute.com\)](http://www.everestresearchinstitute.com) 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, [white papers](#) 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 \(www.everestresearchinstitute.com\)](#) 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. (www.bernsteinresearch.com) 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

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