

New European MSP Market Report published

- **Detailed listing of the top 500 European MSPs**

[London, 5 June 2019] Managed services as a sector is among the hottest parts of the IT business, but success in being a Managed Services Provider (MSP), in selling to them as a vendor, or in buying or selling an MSP business means knowing a lot more about them and their market. IT Europa's new **European MSP Market Report**, published today, provides a detailed analysis of the European Managed Services sectors and a listing and overview profiles of the top 500.

The report is based on a detailed analysis of more than 1500 of Europe's leading MSPs from which some key facts emerge: the UK has the most managed services providers; followed by the Netherlands, Germany and France. The markets being serviced by the major players tend to be the same in each country: Banking/Finance, Manufacturing, Healthcare, Education, Retail and the public sector are the main areas, but there are some differences. Germany, as expected, has strong manufacturing and automotive sectors for managed services – most of the top managed services players in the country have solutions in these areas. Only in utilities and comms does Germany lag the provision in other countries.

But anyone trying a common approach to all the European markets for managed services might soon run into problems and marketing strategies might need to be varied. For example, even the term managed service provider is not in common use everywhere in Europe. In France, far fewer than average define their business as being in managed services; cloud, infrastructure and networking provider are terms more commonly applied, and there is a higher proportion of consultants (8%) in managed services compared to the UK. And if you are looking for growth markets, the Netherlands might be a good place to start: some 75% of Dutch managed services companies are growing at faster than 10% currently, according to the report.

A major issue is the pace of change, however. A rapid turnover of companies results from a quest for scale – merger and acquisition activity is rampant and getting a list of who is in the business and who is no longer a player might be significant to your plans. Or you may be looking to buy an associated business in another region. All of which makes IT Europa's new **European MSP Market Report** which features a listing and overview of the top 500 Managed Services Providers in Europe essential reading – not just for the detailed analysis of the major players, but the substantial trends and market analysis produced by IT Europa's journalists which accompanies the information.

The report offers sales figures, staffing, areas of expertise, vendors and contact information for the major MSPs in each country as well as changes from previous years. For further

information including a report extract contact sales@iteuropa.com or visit:
www.iteuropa.com/reports/european-msp-market-report-top-500

About IT Europa

IT Europa is the leading provider of strategic business intelligence, news and analysis on the European IT marketplace and the primary channels that serve it. In addition to its news services, the company markets a range of database reports and organises European conferences and events for the IT and Telecoms sectors. For further details visit:
www.iteuropa.com

For further information contact:

Alan Norman
Tel: +44 (0) 1895 454 604
Email: alan.norman@iteuropa.com