

Ray Murphy

Strategic Computing Limited

Practice Overview

Ray Murphy B.Sc MBA FCIPS, FIMCA
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IMCA Networking Event

Stillorgan Park Hotel

22nd January 2014

Strategic Computing Limited (SCL)

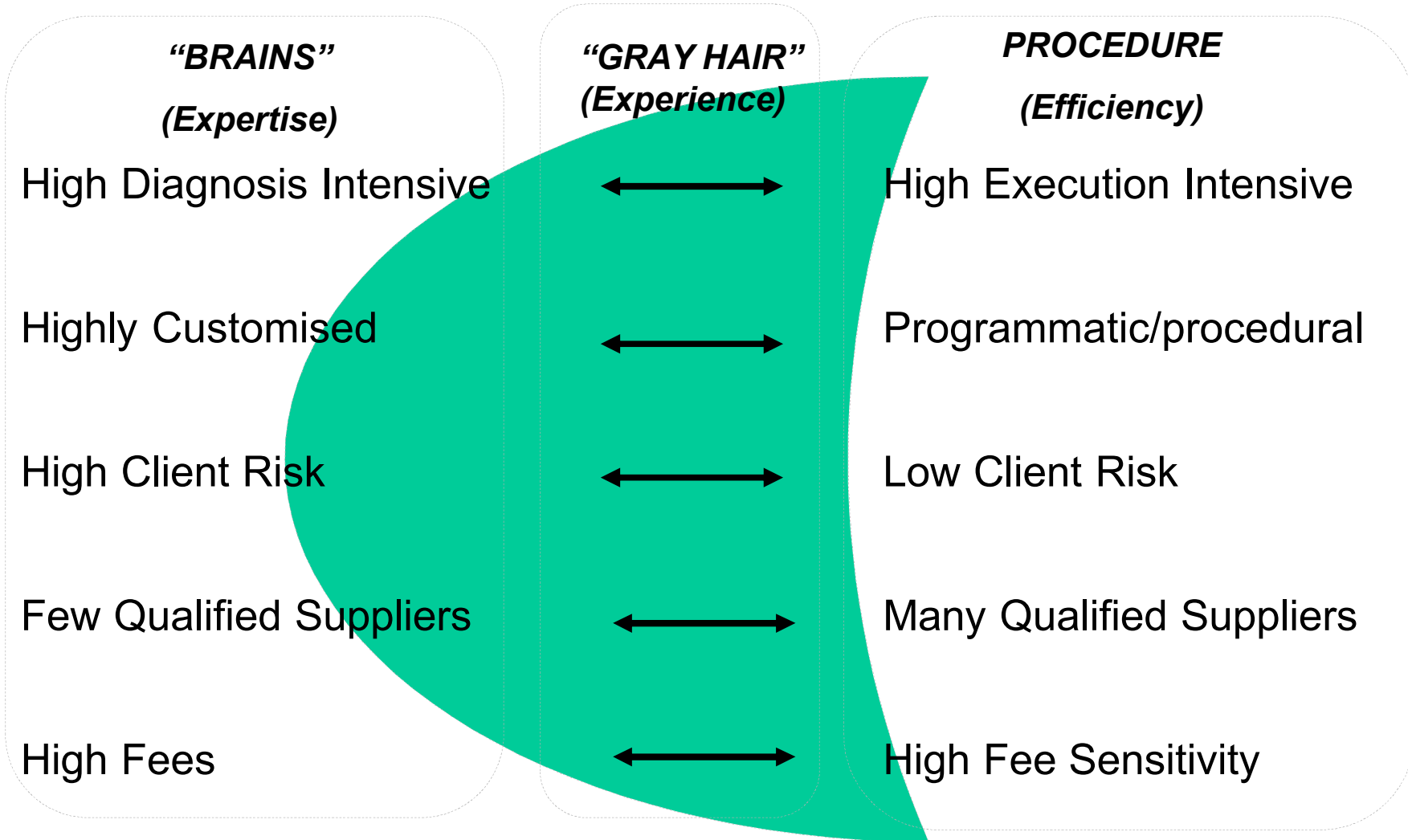
- Principal in SCL since 1986
- Previously worked with AIB, KPMG, Ashton-Tate in software development and IT consulting
- Focused on delivery of big ticket sourcing/procurement capabilities to large organisational clients since 1991
- Very experienced in my specialist field – involved in negotiations with aggregate deal value well in excess of €1bn over the past 22 years with blue chip clients
- New business is mainly by word of mouth/referral

Clients Sample





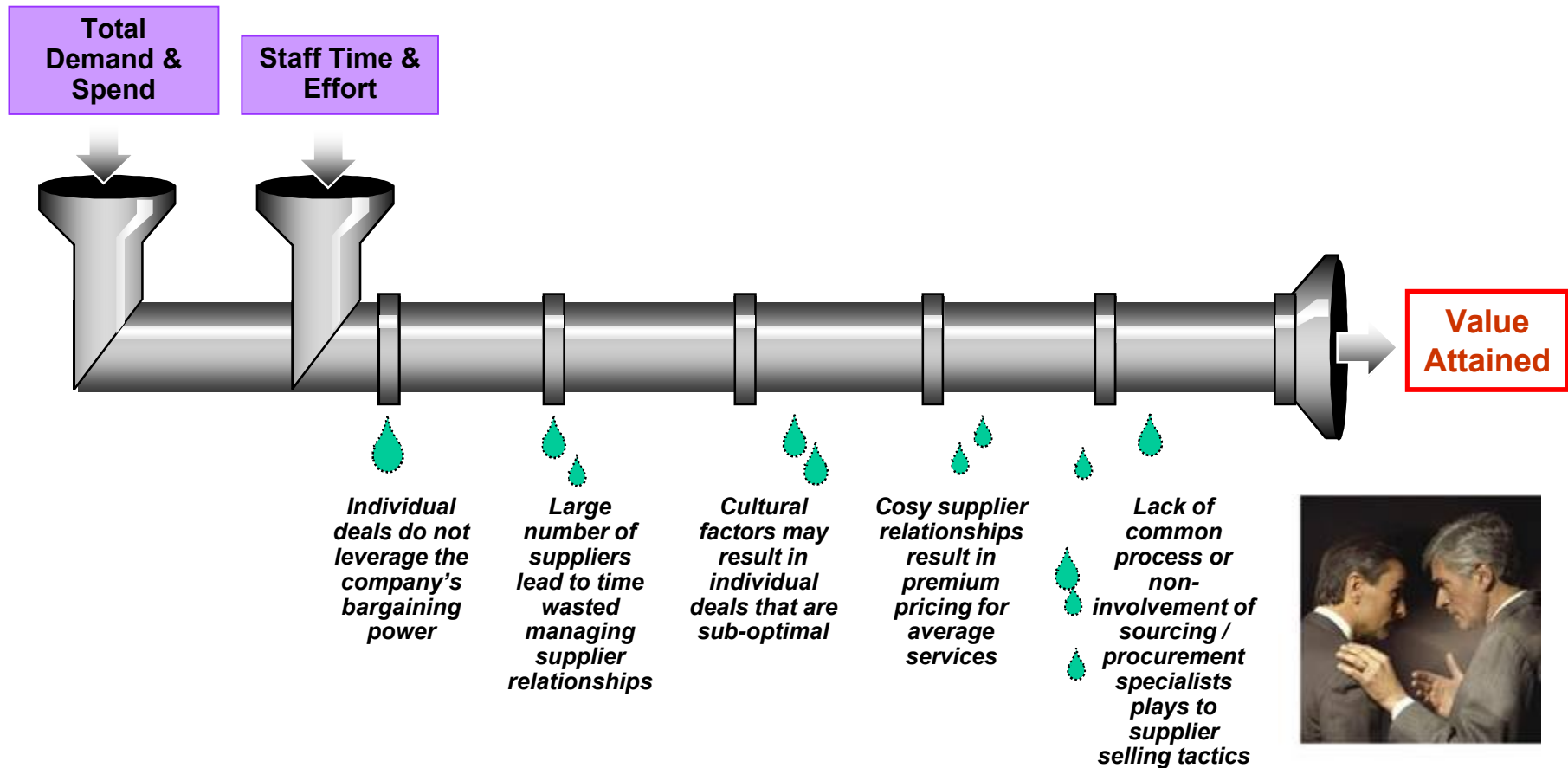
Strategic Computing Limited Spectrum of Practice



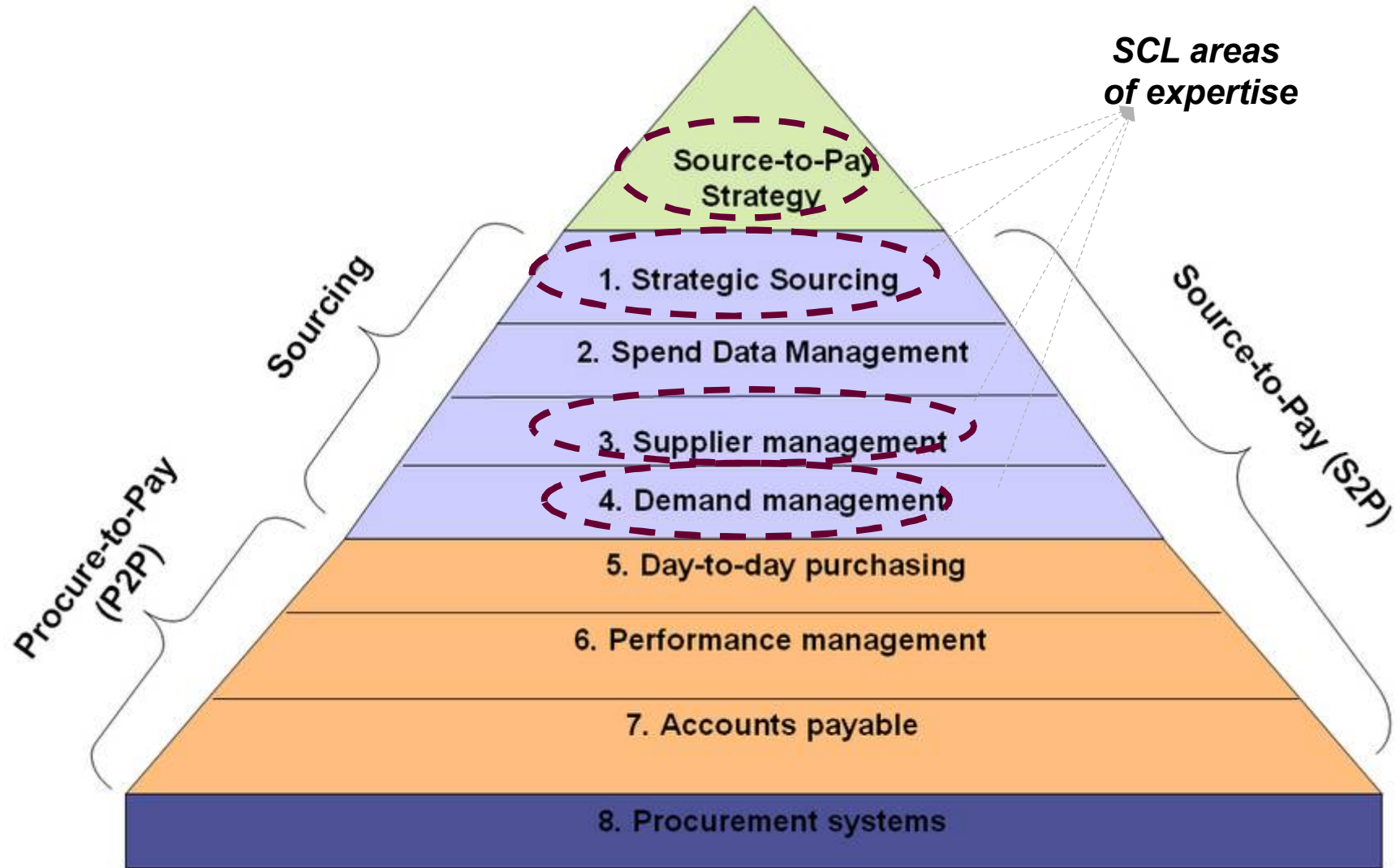
*"Managing the Professional Service Firm"; David H. Maister; Free Press

Value leakage is endemic in large organisations

Many factors contribute to this but the aggregate business value dilution can be quite significant

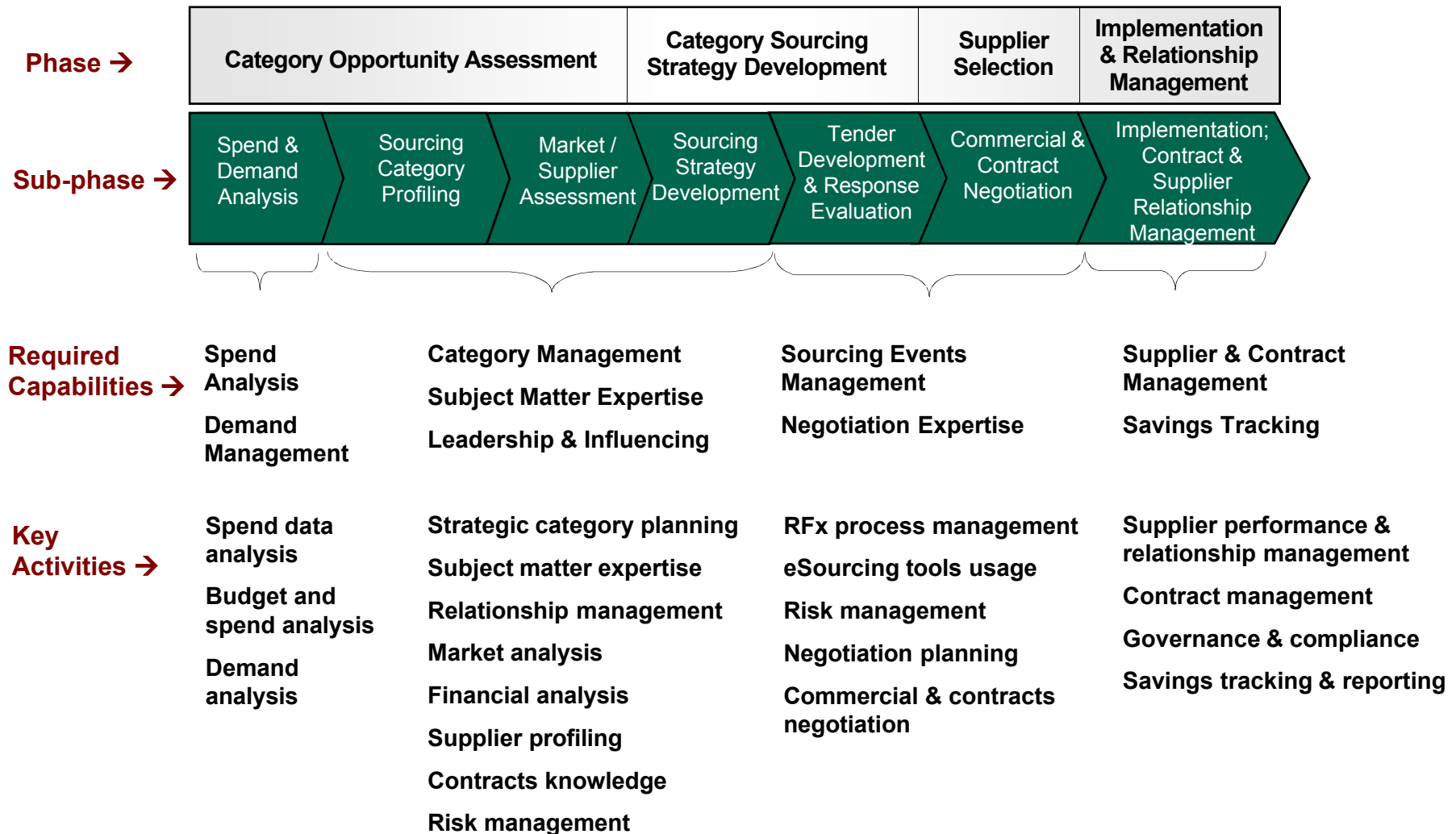


Large organisations are focused on increasing value delivery through better sourcing and procurement – this is where SCL helps



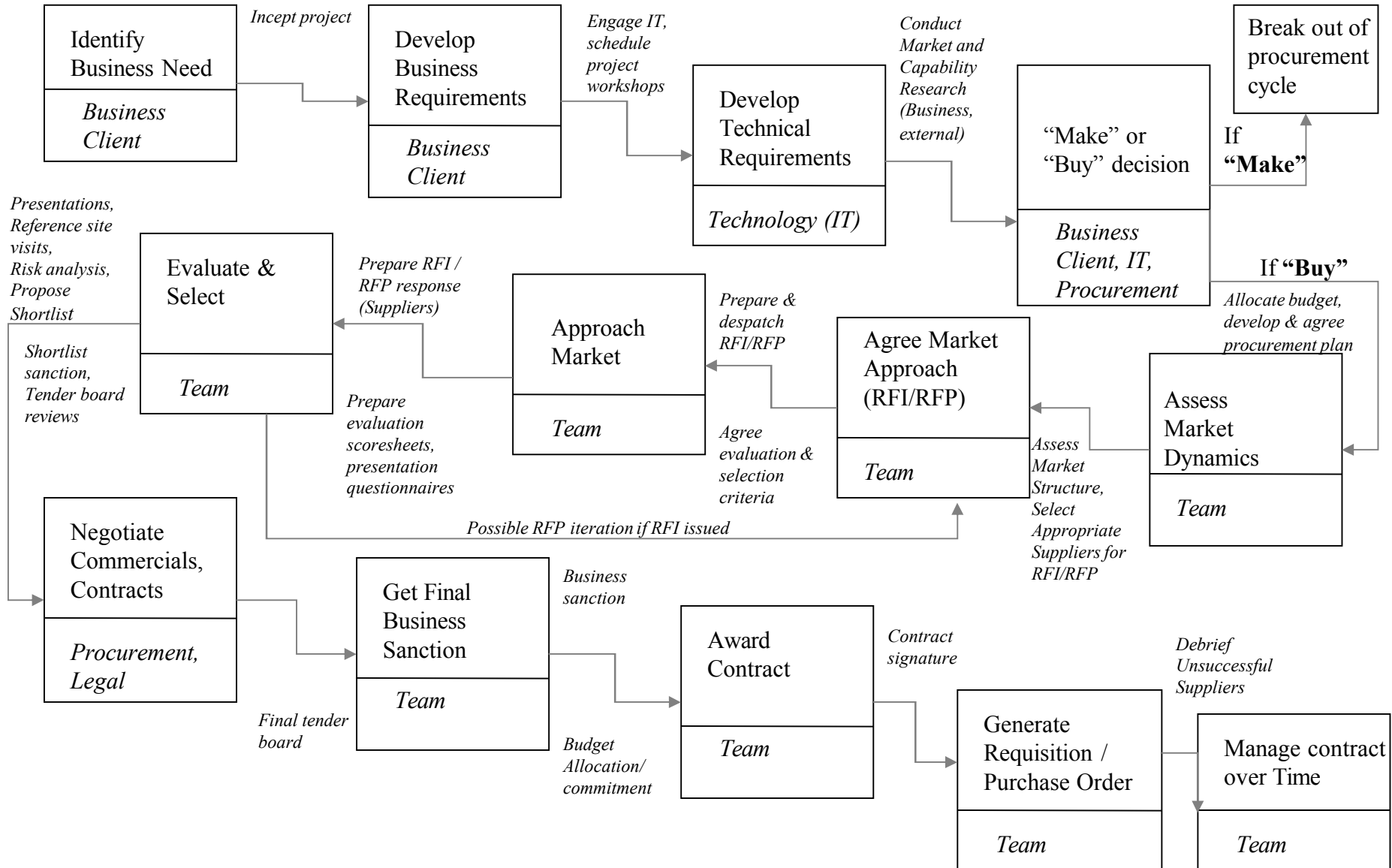
The strategic sourcing process

It is generally articulated as a 7-stage/phase model such as this, showing the clear transition from the category opportunity assessment through to implementation and post-contract relationship management



Big Ticket IT Procurement Project (RFI/RFP) Process

This would be a subset of activities driven by strategic sourcing methodology for an IT category



Gartner Global Forecast to 2016

IT spending is forecast to increase 4.3% in 2014 to \$3.9 trillion – lots of potential value leaks to be plugged



	2010	2011	2012	2013	2014	2015	2016	CAGR (%) 2010-2016
Computing Hardware								
Spending (\$B)	378	406	420	448	478	513	551	6.3
Annual Growth (%)	-	7.4	3.4	6.6	6.8	7.3	7.4	
Software								
Spending (\$B)	245	269	281	301	321	342	365	6.3
Annual Growth (%)	-	9.8	4.3	6.9	6.8	6.7	6.7	
IT Services								
Spending (\$B)	784	845	864	905	952	1,003	1,058	4.6
Annual Growth (%)	-	7.7	2.3	4.8	5.2	5.3	5.5	
Telecom Equipment								
Spending (\$B)	289	340	377	408	431	454	478	7.1
Annual Growth (%)	-	17.5	10.8	8.3	5.6	5.4	5.3	
Telecom Services								
Spending (\$B)	1,568	1,663	1,686	1,725	1,766	1,806	1,840	2.1
Annual Growth (%)		6.0	1.4	2.3	2.4	2.3	1.9	
All IT								
Spending (\$B)	3,265	3,523	3,628	3,786	3,948	4,119	4,293	4.0
Annual Growth (%)	-	7.9	3.0	4.4	4.3	4.3	4.2	
All IT (Excl. Telecom Services)								
Spending (\$B)	1,697	1,860	1,942	2,061	2,182	2,312	2,452	5.7
Annual Growth (%)		9.6	4.4	6.2	5.9	6.0	6.0	

Source: Gartner IT Spending Forecast Update

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STRATEGIC IT SOURCING AND NEGOTIATION