

## PRESS RELEASE

IT-05-17-23

### LÜNENDONK LISTS 2023: LEADING IT CONSULTANCIES AND LEADING IT SERVICES COMPANIES IN GERMANY

- **IT services market continues to grow – service providers increased their domestic revenues by an average of 13.2 per cent in 2022**
- **External support for IT modernisation, cloud transformation and software development in especially high demand**
- **Mandatory sustainability reporting brings IT supply chain into focus**

**Mindelheim, May 17 2023** – The persistently severe shortage of skilled workers, poor broader economic conditions and the various international trouble spots are having little impact on digital and IT investments. In fact, corporate spending on external IT services in 2022 increased slightly year-on-year. Average growth in the German domestic revenues of IT service providers operating there was thus 13.2 per cent (2021: 13.1%). The main drivers of demand continue to be the digital transformation and associated challenges and fields of investment. Cloud transformation, IT modernisation and software development are areas of particularly high demand for IT services.

These are the initial findings of the Lünendonk Survey 2023 “The Market for IT Services in Germany”, from research and consulting company Lünendonk & Hossenfelder. The corresponding Lünendonk Lists “Leading IT Consulting and Systems Integration Companies in Germany” and “Leading IT Service Companies in Germany” are now available to download for free from

[www.luenendonk.de/en](http://www.luenendonk.de/en). The full market survey is expected to be published at the end of July 2023.

### **Lünendonk List IT Consulting and Systems Integration at a glance**

Our ranking includes companies that generated more than 60 per cent of their revenues from IT and management consulting, systems integration, software development and implementation.

Accenture continues to lead the market with estimated German revenues of €2.9 billion in 2022 (2021: €2.2 billion), followed by Capgemini which – according to Lünendonk estimates – broke through the €2 billion revenue mark in Germany for the first time this year (€2.05 billion). IBM completes the top three with (likewise estimated) German revenues of €1.85 billion. TCS (€928.7 million) and msg systems (€902.6 million) follow in fourth and fifth place.

A number of important changes feature in this year's Lünendonk List compared with the last. The merger of NTT subsidiaries NTT Data and NTT Ltd. has resulted in changes to the new company's range of services and thus it subsequently featuring in the Lünendonk List "Leading IT Services Companies in Germany". The full revenues of service providers DXC and T-Systems also now appear in this Lünendonk List, since their focuses have shifted to the IT services segment. It was previously only the proportion of their revenues generated from IT consulting and systems integration which was included.

Adesso climbed five positions from eleventh to sixth place, with revenue growth of 32.6 per cent. IT consultancy Materna also made significant progress, its takings growing roughly 32 per cent to €495.7 million, and thus

climbed four places. Senacor (+28%) and Reply (+24%) continued their above-average performance in 2022.

New entrants to the Lünendonk List in twenty-second and twenty-third place are IT consultancies ISO Software Systeme (with German sales of €137.0 million) and Team Neusta (€129.3 million).

### **IT Services ranking at a glance**

This ranking features IT service providers who generate more than 50 per cent of their revenues from IT outsourcing, hosting, managed services and other data centre services on the external market.

Top spot among the leading IT services companies goes to T-Systems, with estimated revenues of €2.9 billion. Newcomer NTT Data takes second place, its German income in 2022 estimated by Lünendonk at €2.2 billion. Atos (€1.92 billion), DXC (€1.35 billion) and Kyndryl (€780 million) round out the top five.

Datagroup once again achieved double-digit growth, with a 12.8 per cent increase in revenues earning it sixth place in the rankings. Indian IT service providers HCL (€424 million) and Tech Mahindra (€310 million) saw their German takings increase by around 15 per cent according to Lünendonk estimates. Cologne-based q.beyond comes in twelfth in the Lünendonk List with a 10.2 per cent jump in sales in Germany. Leipzig-based Ewerk Group completes the top 20 with domestic earnings of €29.2 million.

### **Growth continues in 2023 – but with different areas of focus**

For 2023, the IT service providers see a strong increase in demand around efficiency enhancements, ESG and data & analytics, in addition to the leading trends from 2022. 'For many companies, the focus in 2023 will be on

how best to navigate current crises such as inflation, rising energy prices and stagnating demand,' observes Mario Zillmann, partner at Lünendonk & Hossenfelder. 'Technologies such as artificial intelligence, cloud, and automation play a central role here, with CIOs being challenged in particular to generate sustainable efficiency gains through the use of digital technologies.'

Looking ahead to 2023, IT service providers expect average growth of 12.2%. Revenue growth is expected to be particularly strong in consulting (11.1%), data & analytics (+11.0%), cloud transformation (+12.3%) and managed cloud services (+12.0%).

### **Sustainability sets the agenda for IT service providers**

In addition to the shortage of skilled workers, a long-standing and severe issue, IT service providers now face another major challenge in the form of sustainability reporting, which becomes mandatory from 2024. 'Increasing digitisation is simultaneously resulting in an inevitable increase in IT's carbon footprint, and the IT supply chain is moving into the focus of sustainability strategies,' says Mario Zillmann.

Among the IT service providers surveyed by Lünendonk, 37 per cent are already feeling the effects and report being required to conduct internal ESG audits just to be approved for customer tenders. Looking towards the future 32 per cent of IT service providers now expect all IT products to have carbon pricing from 2025, providing customers with transparency regarding the carbon footprint of their IT supply chain right from the purchasing stage. One in two IT service providers has already both developed and introduced a sustainability strategy. Nevertheless, a number of challenges remain to be overcome. Among IT service providers polled, the participation of women in

the workforce sits at an average of just 28.7, for example, demonstrating that there is still plenty of work to be done in the area of ESG.

### **About the Lünendonk Lists and the Lünendonk Survey**

The new Lünendonk Lists 2023 “Leading IT Consulting and Systems Integration Companies in Germany” and “Leading IT Services Companies in Germany” are now available as a free download from <http://www.luenendonk.de/en>.

The Lünendonk Survey 2023 “The Market for IT Services in Germany” – which includes dedicated chapters on medium-sized IT services companies and the leading internal IT service providers – saw approximately 120 IT managers from the leading medium-sized companies and large companies and corporations canvassed, in addition to around 100 IT service providers. It thus offers IT service providers and their customers key indicators and comprehensive information for their planning. The survey is expected to be available free of charge from [www.luenendonk.de/en](http://www.luenendonk.de/en) at the end of July 2023.

**Company profile**

**Lünendonk: background information**

Lünendonk & Hossenfelder, based in Mindelheim (Bavaria), has been analysing the European business-to-business (B2B) services markets since 1983. Their market researchers focus on management and IT consulting, auditing, tax and legal consulting, real estate services and the staffing industry (temporary staffing, IT workforce).

The company’s portfolio includes surveys, publications and benchmarks as well as advice on trends, pricing, positioning, or contracting procedures. The large pool of data at Lünendonk’s disposal means the firm’s recommendations to clients are based on unique insights. The market research and consulting company has been publishing the Lünendonk Lists and Surveys, regarded as market barometers, for decades now.

The firm’s many years of experience and deep understanding, the excellent quality of its network and, last but not least, its passion for market research and people all make the company and its consultants sought-after experts for service providers and their clients, as well as for journalists. Every year, Lünendonk partners with a media jury to honour deserving companies and entrepreneurs with the Lünendonk Service Awards.

**More information**

Lünendonk & Hossenfelder GmbH  
 Mario Zillmann  
 Partner  
 Mobile: +49 8261 73140-0  
 Email: [zillmann@lunenendok.de](mailto:zillmann@lunenendok.de)

vibrio. Kommunikationsmanagement  
 Dorothee Bader  
 Senior PR Consultant  
 Mobile: +49 89 3215170  
 Email: [lunenendok@vibrio.de](mailto:lunenendok@vibrio.de)

Lünendonk & Hossenfelder GmbH

Maximilianstraße 40, 87719 Mindelheim, Germany  
 Mobile: +49 8261 73140-0 Fax: +49 8261 73140-66  
 Website: <https://www.lunenendok.de>

vibrio. Kommunikationsmanagement Dr. Kausch GmbH

Rundfunkplatz 2, 80335 Munich, Germany  
 Mobile: +49 89 3215170  
 Website: <https://vibrio.eu/>