



**COLLABORATION IN ACTION**  
**LUPC & SUPC CONFERENCE 2021**

# LUPC & SUPC CONFERENCE

Emerging Trends in ICT

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# SUPC

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# Market Trends

- Cloud
- Increasing importance of new technologies
  - Robotic Process Automation
  - Data Intensive Computing
- Second-hand ICT
- Impact of Bit Coin





# Category Insights

- Evolution of the Cloud
  - Cloud-based computing
  - Hybrid Approach
  - Web and cloud based software
- Framework Leakage
- Huawei
- Sustainability

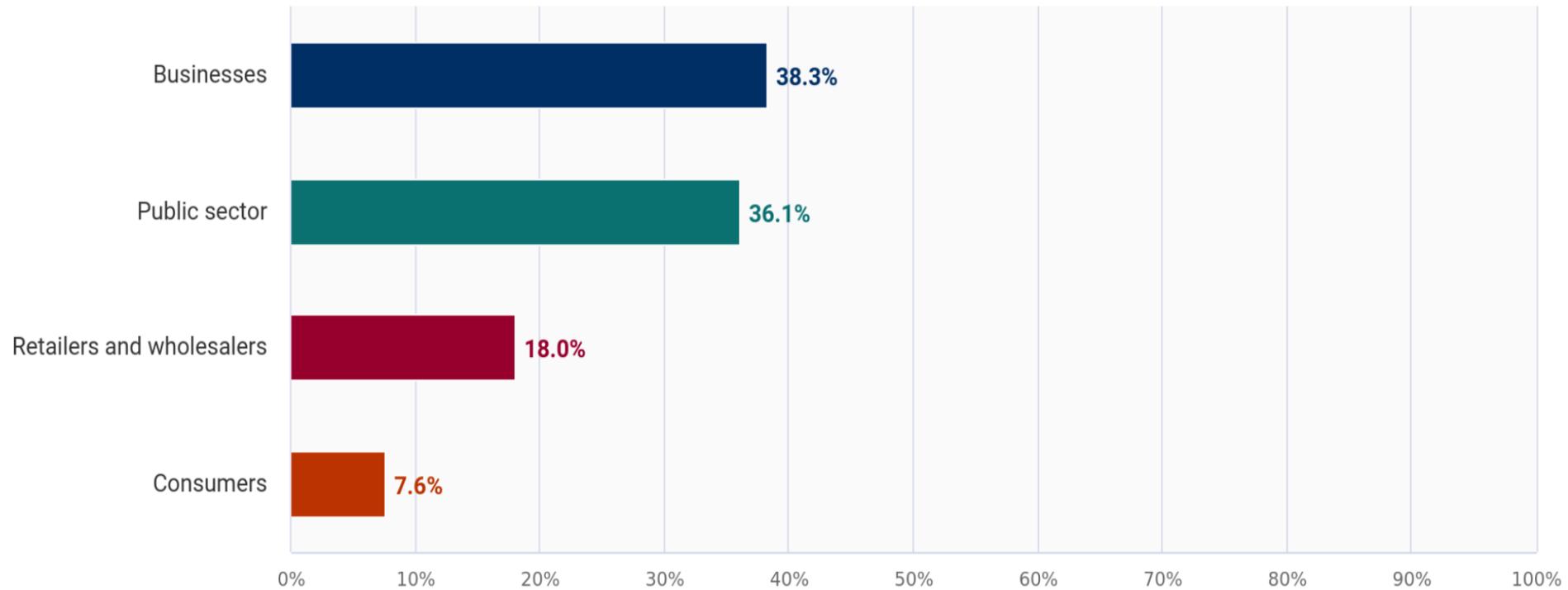


# Impact of COVID-19

- Changes to Demand Influences
- Redirection of Capital Investment
- Reduction in competition
- Rising Costs
- Increased Lead Times

# Spend - 2021

Major Market Segmentation



2021 INDUSTRY REVENUE

**£1.5bn**

Computer & Peripheral Equipment Manufacturing  
Source: IBISWorld



# Updates on Framework Agreements

- Software License Resellers Agreement
  - Revised Call Off Order Form
  - Revision to Call Off Terms and Conditions
- ITRAP
  - Update
- Tenders in Progress
  - Servers Storage Solutions National Agreement – expected go live February 2022
  - Apple – expected go live end of July 2021
  - IT Equipment Disposal – expected go live Summer 2021