

Acseitit-Elecio Consulting study – March 2013
Prices and rates of IT developers, experts, project managers
Europe, Nearshore & Offshore destinations
Price ex VAT 790 Euros (EU)

The daily rates usually applied for IT services are a recurring concern for IT managers and IT services procurement managers. Various reasons lead them to regularly review the market trends: Crisis conditions, scarceness or tensions on certain profiles, acceleration of retirements, the multiplicity of offshore and nearshore destinations enlarges the choice possibilities.

In this report we suggest a set of daily rates for more than ten major IT jobs. The “average daily rate” remains the common valuation unit for IT services:

For IT service providers the average daily rate provides the advantage of integrating all costs (salary with all social taxes, vacation, training and absences) and margin.

This report constitutes a tool that facilitates comparisons of daily rate practices in some European countries and some offshore destinations. It is intended for IT procurement managers, IT managers, project managers, as well as IT service providers as a benchmarking base.

Scrutinised profiles

We covered the most demanded profiles, for development and projects, Web development and IT operations.

- **Development and integration jobs:** Project Manager, Project Director, Business Analyst and Developer along with three domains (Java & Microsoft .Net, SAP, BI and CRM), and according to seniority levels. Programming in Java on J2EE platform and programming in Microsoft technologies are similar in terms of profiles, recruitments and prices. SAP is market in itself. BI (business intelligence) and CRM (Customer relationship management) are similar markets, sometimes using the same software suites.
- **Web designer**, according to two seniority levels.
- **IT operation jobs:** Operation Technician, System Engineer, Expert, and Operation Manager or Service Center Manager.

Examples of results (daily rates benchmark & salary benchmark):

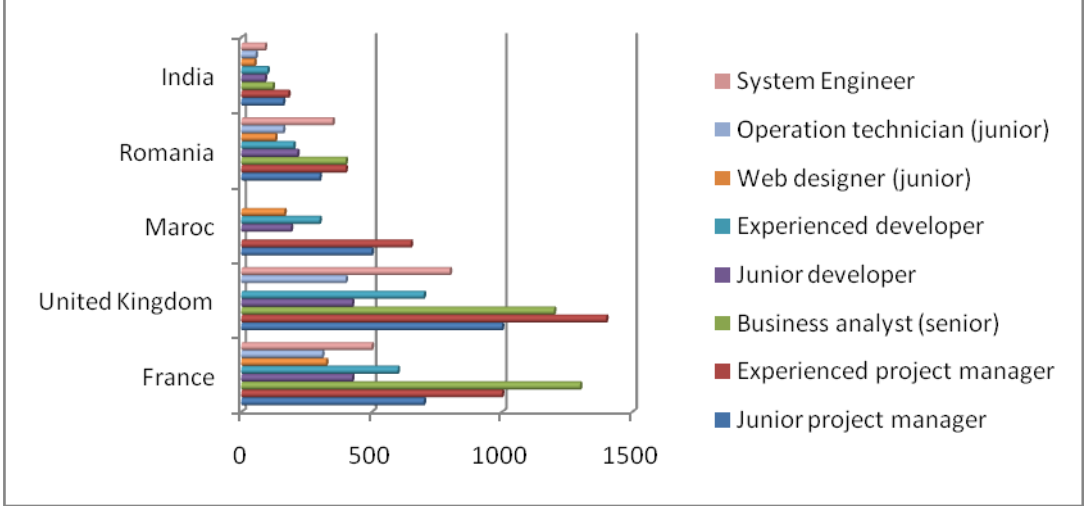


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