

Best Q1 IT Spending Outlook in Nine Years

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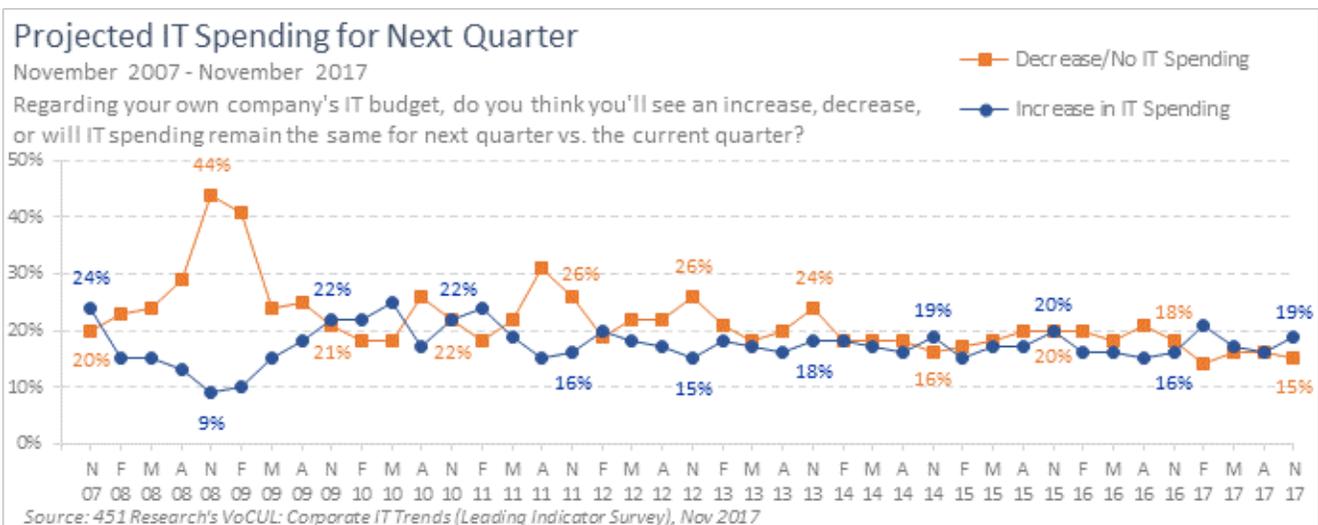
Report Length: 25 pages

Executive Overview. A new corporate survey shows an improvement in US business IT spending going forward. Although we typically see a positive spending outlook for the first quarter, this is the strongest November reading in nine years.

The November 8-30 survey from 451 Research’s Leading Indicator panel also focused on corporate demand for smartphones, tablets and PCs.

Excerpt of Full Report

Overall IT Spending – 90-Day Outlook. A total of 19% of respondents report their company’s IT spending will increase for Q1 2018 – up three points from our August survey. Another 15% say their IT spending will decrease (or there will be no spending at all) – one point improved from previously.



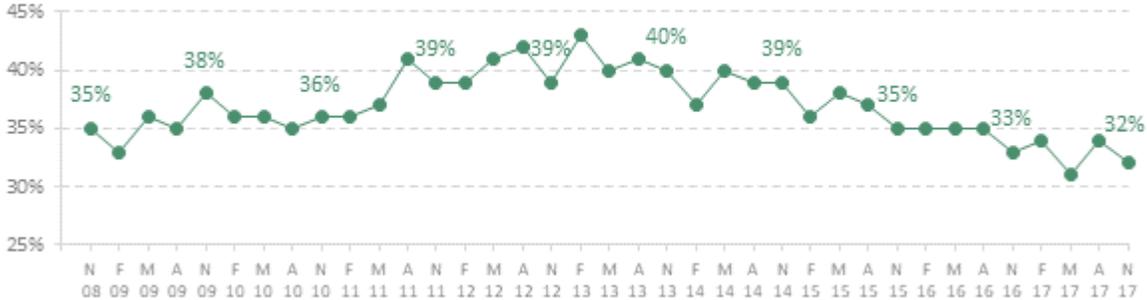
Business spending has improved a net four points from previously. Looking at year-over-year findings, these are the strongest November spending levels of the past nine years.

Corporate Smartphone Buying. Business smartphone buying is down two points, with 32% of respondents saying their company plans to purchase smartphones in the first quarter of 2018. This is a trend we typically see each November, although this is the weakest November reading in ten years.

Corporate Market: Future Smartphone Buying

Nov 2008 - Nov 2017

Percentage of Companies Planning on Buying Smartphones Next Quarter



Source: 451 Research's VoCUL: Corporate IT Trends (Leading Indicator Survey), Nov 2017

Report details also include:

- First Quarter 2018 Visibility
- Projected IT Spending
- IT Spending Categories
- Willingness To Spend
- Looking Ahead to the First Half of 2018
- IT Spending Thus Far in Current Quarter (Q4 2017)
- Impact of Global Economic Conditions
- Corporate Smartphone, Tablet and PC Markets
- Personal Use of Company Devices

VoCUL: Research Methodology

This report presents the findings of a November 8-30, 2017 Leading Indicator survey on business IT spending for the first quarter of 2018. A total of 872 respondents involved with IT spending in their organizations participated in the survey.

451 Research's Leading Indicator panel is a group of 25,000 accredited business and technology professionals – as well as early adopter consumers – who work in companies across a range of industries. The Leading Indicator surveys measure the pulse of consumer and business spending via weekly demand-based tracking surveys, and convert the information into a series of proprietary quantitative and qualitative reports.

The intelligence gathered provides a real-time view of companies, technologies and key market sectors, along with an in-depth perspective of the macro economy, well in advance of other available sources.

[Access our VoCUL research reports here.](#)

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