

## OrderWork Q4 survey proves IT services firms have both the IT skills and capacity to fill so-called IT skills gaps

**Monday 13th November 2006:** The OrderWork Q4 survey has uncovered an abundance of untapped IT talent and capacity across the UK. Roughly a quarter of all IT services staff are not being used on client work at any one time.

### OrderWork Survey Facts

- **IT services companies have spare capacity that is not being used** : During quiet periods companies operate at 52% capacity and operate at only 76% capacity on average.
- **The skills are there but big business is not seeing them** : 72% of IT services companies have IT skills which are very relevant to large businesses yet only 8% conduct a significant amount of their business with them.
- **Big business attitude stops skilled firms going for their business** : Only 9% of IT services companies make a point of targeting larger companies for business. They cite unwillingness by big businesses to deal directly with unknown SMEs.
- **Highest demand for skills will come from wireless networks and VOIP** : Smaller IT firms are able to provide these skills as well as core big business needs such as desktop, networks and security.

Full results of the survey are available on request.

### About OrderWork

OrderWork, the trading platform for IT skills, is the new way to source and buy a broad range of vetted IT skills across the UK. It services the external IT resourcing market of one hour to three months by providing easy access to essential IT skills. From a single source OrderWork is able to provide access to the best IT skills at competitive rates using its unique online system. OrderWork is already making projects and expansion more cost effective and manageable by building relationships with suppliers, monitoring the quality of services and delivering capacity across the country. For further information visit [www.orderwork.co.uk](http://www.orderwork.co.uk)

### About the OrderWork Q4 2006 survey

500 IT services firms that make up OrderWork's supplier base were asked to complete the questionnaire in September 2006.

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