

# 2022 Tech Economic Sentiments Survey

## 1. Which of the following best describes your company?\*

**Select only one.**

- ☐ Hardware and Software
- ☐ Software
- ☐ SaaS
- ☐ Value-Added Reseller
- ☐ Managed Services Provider
- ☐ Service Provider
- ☐ Systems Integrator

**Comments:**

## 2. What are your company's annual revenue?\*

All options are in USD.

- ☐ Less than \$100 million
- ☐ \$100 million - \$499 million
- ☐ \$500 million - \$999 million
- ☐ \$1 billion - \$5 billion
- ☐ Greater than \$5 billion

**Comments:**

## 3. What percentage of total company revenues are represented by the following?

**Percentages must sum to 100%!**

Further, if you input something greater than 0% in any option, be sure to select the same

organization(s) in #4. For example, if Professional Services has an input here that is greater than 0%, make sure to select the PS option in the proceeding question.

- \_\_\_\_\_ Product or Perpetual License Revenues
- \_\_\_\_\_ Technology Subscription Revenues
- \_\_\_\_\_ Customer Support/Maintenance/Warranty or Success Revenues
- \_\_\_\_\_ Professional Services Revenues
- \_\_\_\_\_ Managed Services Revenue
- \_\_\_\_\_ Training Revenues
- \_\_\_\_\_ Other (please specify in the comments box below)

**Comments:**

**4. Over the next four quarters, what are your expectations for the overall revenue growth of the company compared to last year?**

- ☐ Overall revenues will decline
- ☐ Overall revenues will remain flat
- ☐ Overall revenues will grow

**Comments:**

**5. What do you believe will be the largest source of revenue for your company over the next four quarters?**

- ☐ Transactional product revenues
- ☐ Recurring technology subscription revenues
- ☐ Service revenues

**Comments:**

**6. Over the next four quarters, what are your expectations for the overall headcount of the company?**

- ☐ Overall headcount will decline
- ☐ Overall headcount will remain flat

☐ Overall headcount will grow

**Comments:**

**7. Over the next four quarters, what are your expectations for the budget of your organization?**

☐ Overall budget will be reduced

☐ Overall budget will remain flat

☐ Overall budget will increase

**Comments:**

**8. Over the next four quarters, what are your expectations for the prices of your technology offers?**

☐ Overall prices for our technology offers will decline

☐ Overall prices for our technology offers will remain flat

☐ Overall prices for our technology offers will increase

**Comments:**

**9. Over the next four quarters, what are your expectations for the prices of your service offers?**

☐ Overall prices for our service offers will decline

☐ Overall prices for our service offers will remain flat

☐ Overall prices for our service offers will increase

**Comments:**

**Thank you for your participation!**

