

# Snapshot Market Update - June 2011

## Category Management - IT

### Definition: Category Management - IT

The management of end-to-end procurement for a given portfolio of spend. This end-to-end process incorporates stakeholder engagement, business diagnostic, strategy development, strategy implementation, contract management, vendor management, supplier development and strategic review. The principle categories within IT incorporate:

- Hardware - Desktops, Laptops, Servers, Business Machines, Maintenance, Helpdesk, Training;
- Software Applications - Licensing, Mainframes, ERP systems, ASP, Hosting, Developers, e-procurement;
- Professional Services
- Telecoms & Networks - Routers, Switches, VOIP, Data & Voice, Cabling;
- Transactions/Outsourcing - Data Warehousing, Data Optimisation, Process Consultancy, Outsourced Solution Providers

### Market Dynamics

There are currently, in total, 106 true Category Managers working across the entire IT portfolio within NSW. 50 CMs dedicated to Hardware, 24 CMs dedicated to Software Applications, 20 CMs dedicated to Telecoms & Networks and 12 CMs dedicated to Transactions/Outsourcing within NSW. Of these, 51 are *Active* (seeking alternative permanent employment), 7 are *Available Immediately* and 48 are *Passive* (not actively seeking alternative employment).

The overwhelming majority of IT CM roles are within the Financial Services industry. The Telecommunications and Public Sector industries are equal second. The role with the highest package is \$350,000 within a Global Financial Services organisation.

In 2011 to date, Jigsaw has successfully recruited 7 IT CM positions. The majority of anticipated vacancies for CM IT positions through 2011/12 will be in the Financial Services and Service providers sectors.

Currently the skills in highest demand are those with subject matter expertise within Software and experience negotiating complex software agreements

### Salary Data

Median average salaries per geographical location across all industry sectors within NSW. Real-time data sampled from Jigsaw's NSW network of procurement practitioners.

Category	Current Salary	Wanted Salary
CM - IT (Hardware)	\$170,550	\$176,250
CM - Software Applications	\$163,077	\$170,385
CM - Telecoms & Networks	\$171,970	\$177,391
CM - Transactions	\$210,250	\$213,500

Package (AUD equivalent) = cash component (inc. vehicle allowance) + superannuation + bonus/incentives

