



# UKI & Europe Business Strategy

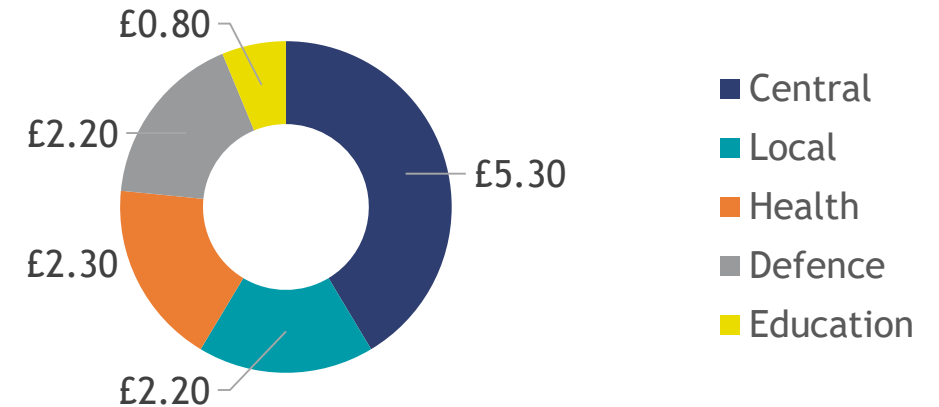
Abhishek Singh - President UK & Europe

20th April 2022

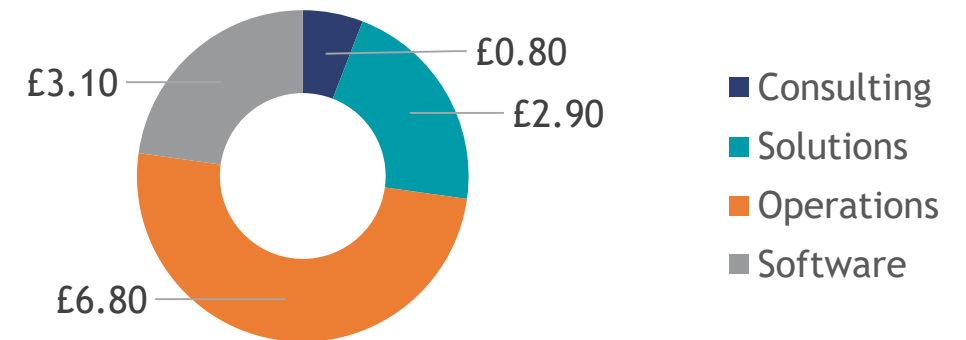
# UK Public Sector Potential

- UK Public Sector Software & IT Services Market (SITS) in 2022 pegged at £13.6Bn
- Growing at <2% p.a.; Digital demands growing @ 13% YoY
- Mastek servicing 4 of the 5 major spenders
- Current wallet share between: 10% - 15%; significant growth headroom
- Mastek strongest in Solutions and Software (SaaS) offerings
- Operations presents the annuity biz (Run & Maintain) oppty for Mastek
- Evidenced in large deals (>£10Mn) acceleration: In FY22, won 7 vs 3 in FY21
- 50% of Oracle's business in the UK is in Public sector

Market by Sectors (Overall Mkt Size £13.6Bn)



Market by Activity



# UK Public Sector Potential

## Presence in All major procurement Frameworks

RM6263 Digital Specialists and Programmes

- 50 suppliers only
- £4B budget

2 years

G-Cloud Frameworks

- 1000's suppliers
- £ 2.76B spend in FY 21-22
- **Mastek in Top 20**

2 years

Digital Outcome and Specialists (DOS)

- 1000's suppliers
- £ 900M spend in FY21-22
- **Mastek in Top 5**

2 years

Technology Services 3

- 243 suppliers
- Approx. budget £ 3B

4 years

Digital Capability for Health

- 13 suppliers
- £ 800Mn

4 years

RM6200 Artificial Intelligence (AI) Dynamic Purchasing System

- 127 suppliers

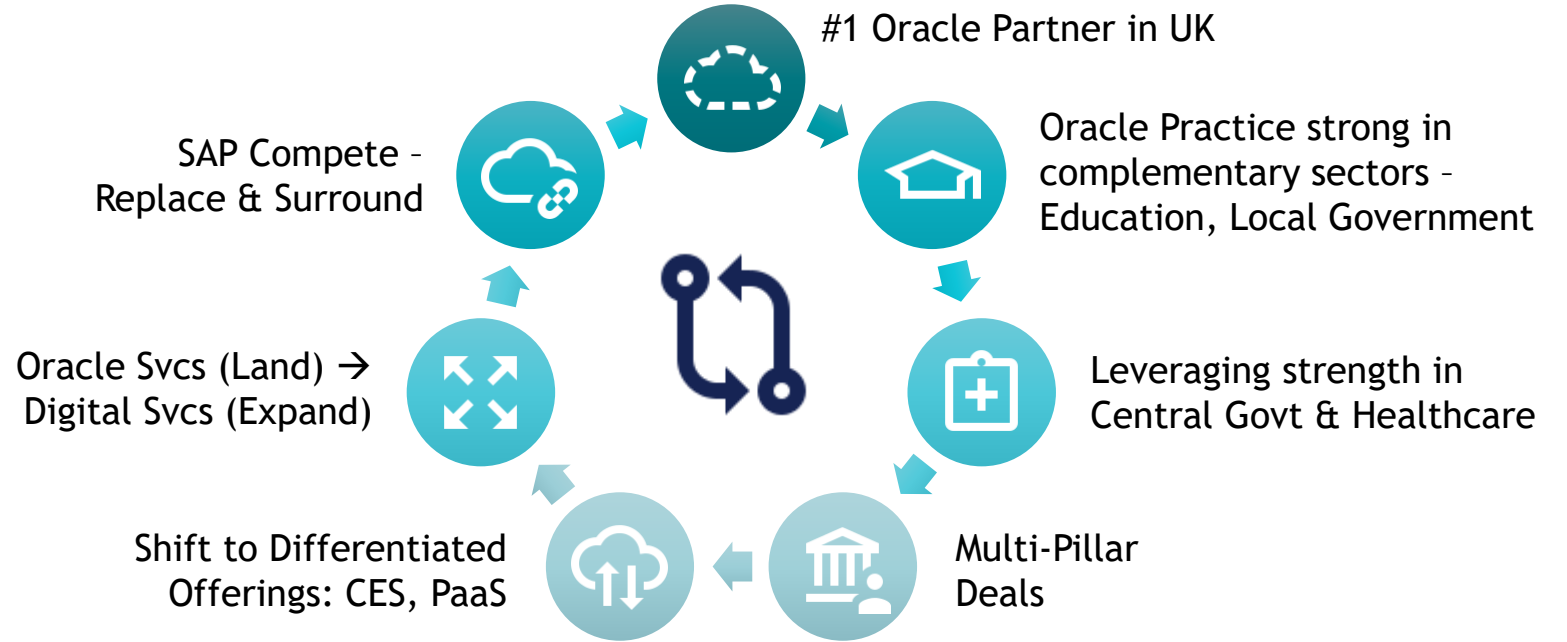
2.5 years

**Recognized as Top 10 fastest growing solutions providers to the UK market**  
(TechMarket View MRI 2022)

# Oracle Service Line Integration



- Striking distance of the Leadership quadrant for Oracle Cloud Application Services, Worldwide
- Razor Focus - Oracle only in Cloud ERP solutions





**Accelerating Cloud Transformation**



**Developing & modernising your applications**

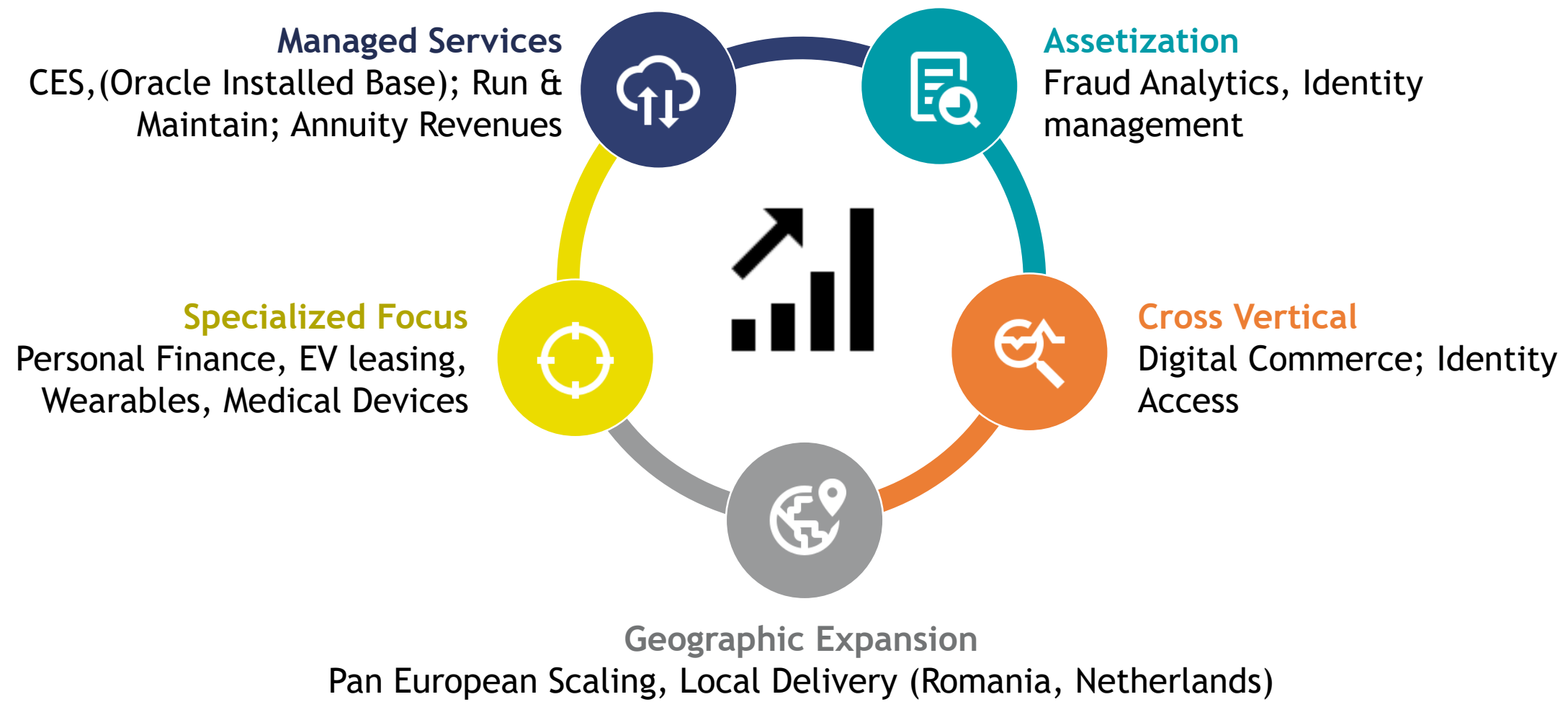


**Unlocking the power of your Data**



**Acceleration through innovation your digital advantage**

# Scaling growth in Private Sector





## Rising Profile

Recognized by the UK prime minister in helping the ‘Levelling Up’ Agenda

TechMarket View  
Top 10 fastest growing as per the Market Readiness Index, 2022

Northern Powerhouse Champion  
Leading the voice of business & civic leaders across the North

Social Values  
Working with NHS to create a Digital Academy for under-represented communities

Building Talent & bridging the skill gap  
Apprentice & Graduate Program



# Thank You!

<https://www.mastek.com/>