Hi [Name],

It's that time of year where we all begin to plan and budget next year's investments. To help make that process a little easier, I've put together two views of technology trends: (1) **2018 IT *Trends*** and (2) **Looking to 2019 and Beyond**. I hope this can act as a useful resource for your own 2019 planning!

2018 IT Trends

1. IT Automation

IT automation enables organizations to quickly deploy software, reduce downtime, and free up time spent on manual adjustments. With so many improvements to offer, it's no surprise that over half of all companies in a recent survey are using or plan to use automation technology, with that number rising to around 70% for large enterprises. [1]

Example products and services WTG offers in the areas of IT automation and operational agility:

• Dell EMC VxRail, VMware vRealize Cloud Automation, Nutanix Enterprise Cloud, VMware NSX, Dell EMC Data Protection Solutions, Zerto DR/Failover, Code42 Endpoint Backup and Forensics

Figure 1 Source: Spiceworks

2. Hyperconverged Infrastructure

Hyperconvergence offers an all-in-one way to manage servers, storage systems, and network switches. With the ability to scale as-needed and easily administer various systems, organizations can spend less time on maintenance and more time on innovation. As of this year, around 17% of North American companies currently use hyperconverged infrastructure, and 13% have plans to adopt it within the next year or so. [2]

Example products and services WTG offers in the area of Hyperconverged Infrastructure and Hybrid Cloud:

- Dell EMC VxRail, Dell EMC VxRack FLEX, Dell EMC VxRack SDDC, Dell XC appliances powered by Nutanix

3. Cybersecurity

Data security and privacy concerns have been a hot topic throughout 2018, and organizations are rising to meet the increased need for thorough security measures. 88% of CIOs have already implemented or have plans to deploy cybersecurity software within the next year—spending that is largely driven by a desire to adhere to best practices and compliance mandates. [3][4]

Example products and services WTG offers in the area of Cybersecurity and compliance:

- Secureworks, Carbon Black, Arctic Wolf Networks, Dell Data Protection Endpoint Security Suite powered by Cylance, VMware Workspace ONE, VMware NSX, Code42 Endpoint Backup and Forensics
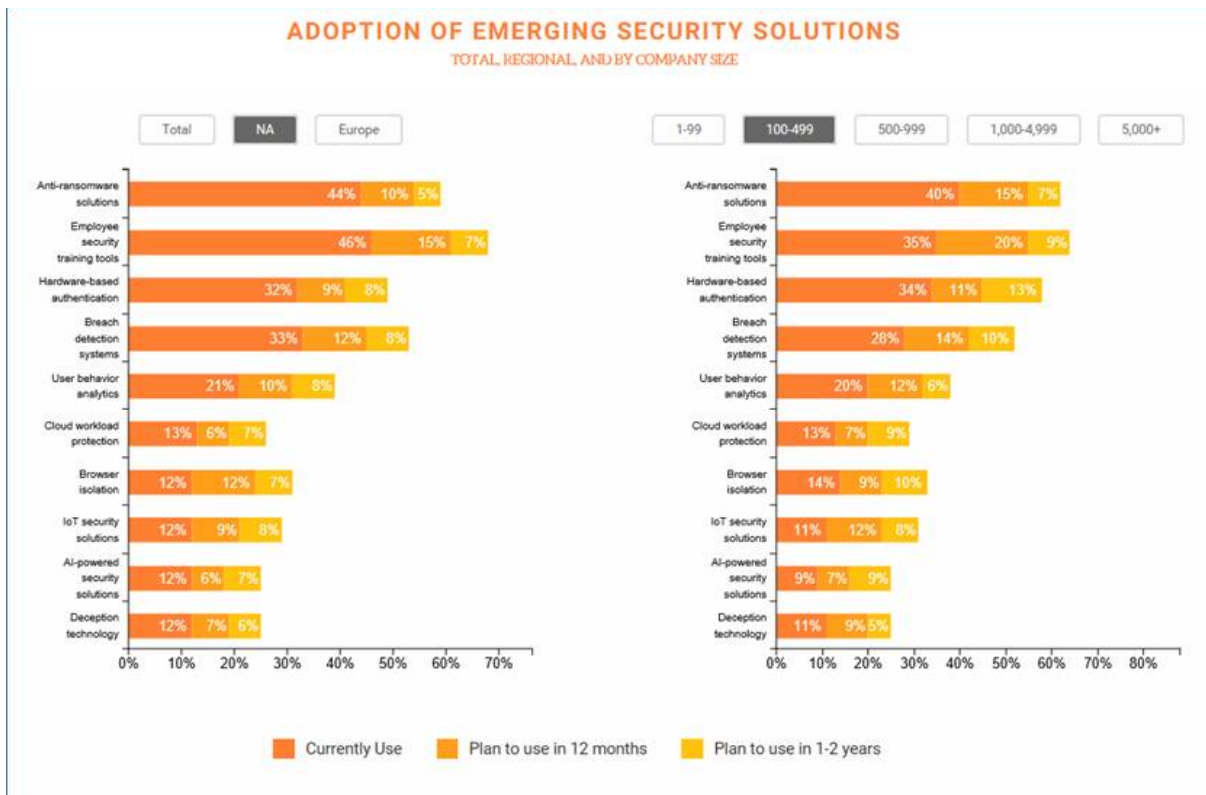
Figure 2 Source: Spiceworks

4. Internet of Things

As the number of devices connected to the Internet of Things continued to increase, so did IT investment. The insights provided by devices in the IoT help detect inefficiencies, optimize operations, and explore ideas for new products or business models—offerings attractive enough that 96% of companies expected to increase IoT spending in 2018 and beyond. [5]

Example products and services WTG offers in the area of IoT:

- VMware Pulse IoT, Dell Edge Gateway and Embedded Box PCs, Dell Technologies IoT Solution for Surveillance

Looking to 2019 and Beyond

In 2019, the biggest source of IT budget increases will be the need to upgrade outdated IT infrastructure. [2] This includes technology end-of-life with desktops and mobile devices, as well as refresh cycles for operating systems, servers, networking, storage, and software.

Example products and services WTG offers in the area of upgrading outdated infrastructure:

- Dell EMC PowerEdge 14th Generation Servers, Dell EMC Storage – All Flash, Hybrid, Block, File, Dell EMC Networking – Open and Software Defined, Dell End User Computing – Laptops, Desktops & Peripherals
- WTG Services to upgrade diverse environments such as VMware, WTG HealthCheck services, WTG Infrastructure Performance Analysis powered by Live Optics, WTG Block Hours for services on-demand, WTG support renewals for all of your support renewal needs, WTG DR and Move Planning

Hardware is expected to take up approximately 10% more of the IT budget among smaller businesses compared to 2018, while large enterprises are more focused on investing in cloud technology and security gear. [2]

When it comes to deciding the most impactful technology trends, nearly half of surveyed decision-makers say IT automation will have the biggest impact on their business in 2019, followed by 30% stating that IoT technology will be most significant. [1]

Table 1. Worldwide IT Spending Forecast (Billions of U.S. Dollars)

	2017 Spending	2017 Growth (%)	2018 Spending	2018 Growth (%)	2019 Spending	2019 Growth (%)
Data Center Systems	181	6.4	192	6.0	195	1.6
Enterprise Software	369	10.4	405	9.9	439	8.3
Devices	665	5.7	689	3.6	706	2.4
IT Services	931	4.1	987	5.9	1,034	4.7
Communications Services	1,392	1.0	1,425	2.4	1,442	1.2
Overall IT	**3,539**	**3.9**	**3,699**	**4.5**	**3,816**	**3.2**

Source: Gartner (October 2018)

Reference Articles

I encourage you to check out these articles for more in depth information including interactive graphics:

1. ["The Annual Report on IT Budgets and Tech Trends"](#) by Spiceworks

2. ["The 2019 State of IT"](#) by Spiceworks

3. ["2018 Gartner CIO Survey"](#) by Gartner

4. ["Top cybersecurity facts, figures and statistics for 2018"](#) by IDG

5. ["Ten trends redefining enterprise IT infrastructure"](#) by McKinsey & Company

["Gartner Top 10 Strategic Technology Trends for 2019"](#) by Gartner

["Gartner Says Global IT Spending to Grow 3.2 Percent in 2019"](#) by Gartner

Next Steps

My goal is to be your trusted advisor by providing you with topical information, state-of-the-art technology at competitive prices, and the highest levels of service. Find out how you can stay on top of changing tech trends by requesting a **white paper, webinar, or meeting** on any of the above topics and technologies. Or, if you've already done some planning for 2019, ask about our **end-of-year discount** on prepaid services for use in the next year.

Thank you for your support in 2018. Please let me know how I can accelerate your success in 2019 and beyond.