

# **ServiceNow Services – the Uberization of IT, HR, and Employee Workflows**

February 2021: Complimentary Abstract / Table of Contents



Copyright © 2021 Everest Global, Inc.

We encourage you to share these materials internally within your company and its affiliates. In accordance with the license granted, however, sharing these materials outside of your organization in any form—electronic, written, or verbal—is prohibited unless you obtain the express, prior, and written consent of Everest Global, Inc. It is your organization's responsibility to maintain the confidentiality of these materials in accordance with your license of them.

### Our research offerings for global services

∕larket Vista™
Global services tracking across functions, sourcing models, locations, and service providers – industry tracking reports also available

► Application Services	<ul><li>Enterprise Platform Services</li></ul>
▶ BPS   Banking & Financial Services	► Finance & Accounting
▶ BPS   Healthcare	► Human Resources
▶ BPS   Insurance	▶ ITS   Banking & Financial Services
▶ BPS   Life Sciences	► ITS   Healthcare
► Catalyst <sup>™</sup>	► ITS   Insurance
► Cloud & Infrastructure	▶ ITS   Life Sciences
► Customer Experience Management Services	► IT Services Executive Insights™
► Contingent Workforce Management	▶ Locations Insider™
<ul><li>Data &amp; Analytics</li></ul>	► Procurement
▶ Digital Services	<ul> <li>Recruitment Process Outsourcing</li> </ul>
► Engineering Services	<ul> <li>Service Optimization Technologies</li> </ul>

### **Membership information**

- This report is included in the following research program(s)
  - Enterprise Platform Services (EPS)
- If you want to learn whether your organization has a membership agreement or request information on pricing and membership options, please contact us at **info@everestgrp.com**

### More about membership

In addition to a suite of published research, a membership may include

- Accelerators™
- Analyst access
- Data cuts
- Pinnacle Model<sup>®</sup> reports
- PriceBook
- Virtual Roundtables
- Workshops

### **Custom research capabilities**

- Benchmarking | Pricing, delivery model, skill portfolio
- Peer analysis | Scope, sourcing models, locations
- Locations | Cost, skills, sustainability, portfolio plus a tracking tool
- Tracking services | Service providers, locations, risk
- Other | Market intelligence, service provider capabilities, technologies, contract assessment



# Contents

For more information on this and other research published by Everest Group, please contact us:

Yugal Joshi, Vice President

Alisha Mittal, Practice Director

Abhishek Mundra, Senior Analyst

AS Yamohiadeen, Senior Analyst

Sangamesh Kadagad, Senior Analyst

١.	Introduction and overview	4
	Research methodology	5
	Background of the research	6
	Everest Group's definition of scope of ServiceNow services	7
2.	ServiceNow services market overview and deal characteristics	8
	ServiceNow services market size and growth	9
	Adoption trends by geography and industry	11
	Annual contract value (ACV) and total contract value (TCV) trends	13
	Deal split by pricing models	14
	Deal origination trends	15
	Typical spend across value chain	16
3.	Key enterprise demand trends	17
	Enterprise expectation from ServiceNow	18
	Enterprise challenges with ServiceNow adoption	19
	Implications for enterprises and service providers	28
l.	Appendix	30
	• Glossary	31
	Research calendar	33



# **Background of the research**

- A decade ago, enterprises expected ServiceNow to help them manage digital workflows such as IT Service Management (ITSM) and IT Operations Management (ITOM). With time, enterprises are now looking for stakeholder-centric, automation-focused, and data-/outcome-driven integrated solutions with emphasis on stakeholder experience, even in a multi-channel, complex portfolio
- In response to the changing market landscape, ServiceNow has expanded its portfolio to deliver enterprise solutions including IT, employee, and customer workflows to help clients drive business growth, increase resilience, and enhance employee productivity. It has forayed into emerging areas such as CSM, HCM, DevOps, FinOps, SecOps, GRC, and security. It has invested in building industry solutions to provide out-of-the-box resolutions and expedite time-to-market for enterprises
- With changing client expectations and evolving ServiceNow landscape, service providers are investing in building strong talent in emerging areas, co-developing industry-specific solutions with ServiceNow, and developing in-house accelerators and frameworks. They are taking a strong inorganic approach with niche acquisitions to fill gaps across their ServiceNow services portfolio to further enhance their geographic footprint
- In this research, we present the current state of the market related to ServiceNow services, typical deal characteristics, enterprises expectations and challenges, best practices for enterprises, and implications for service providers

### Scope of this report:



**Geography** Global



### Industries

All major industries witnessing ServiceNow implementations have been covered in this report

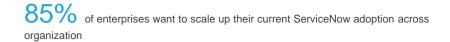


**Services** ServiceNow services

# This study offers four distinct chapters providing a deep dive into key aspects of ServiceNow services market; below are four charts to illustrate the depth of the report



### **Enterprise expectation from ServiceNow**



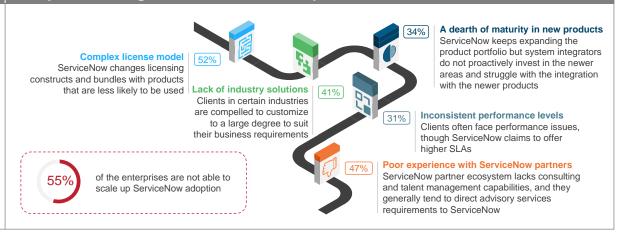


78% of existing ServiceNow customers have increased focus on employee, customer, and partner experience



60% of enterprises want to explore relatively newer ServiceNow products such as integrated risk management, security operations, and HRSD

### **Enterprise challenges with ServiceNow adoption**



## **Research calendar**

# Enterprise Platform Services (EPS)

	Published Planned Current release
Flagship EPS reports	Release date
Salesforce Services PEAK Matrix® Assessment 2020	May 2020
ServiceNow Services PEAK Matrix® Assessment 2021	October 2020
Pega Services PEAK Matrix® Assessment 2021	December 2020
ServiceNow Services – the Uberization of IT, HR, and Employee Workflows	February 2021
S/4HANA Services PEAK Matrix® Assessment 2021	Q1 2021
S/4HANA Services – State of the Market Report 2021	Q1 2021
Microsoft Dynamics Services PEAK Matrix® Assessment 2021	Q2 2021
Supply Chain Management (SCM) platforms PEAK Matrix® Assessment 2021	Q3 2021
Oracle Cloud Application Services / Oracle SaaS Services PEAK Matrix® Assessment 2021	Q4 2021

Thematic EPS reports	Release date
Cloud Management Platform Trailblazers: Top 10 Start-ups Creating Buzz in the Market	October 2020
Rise of the Disruptive SaaS	Q1 2021
Customer Experience (CX) – What Clients Expect from Adobe, Salesforce, SAP, and Oracle?	Q2 2021
SaaS Management Platform Trailblazer	Q2 2021

Note: For a list of all of our published EPS reports, please refer to our website page







Everest Group is a consulting and research firm focused on strategic IT, business services, engineering services, and sourcing. Our clients include leading global enterprises, service providers, and investors. Through our research-informed insights and deep experience, we guide clients in their journeys to achieve heightened operational and financial performance, accelerated value delivery, and high-impact business outcomes. Details and in-depth content are available at **everestgrp.com**.

### Stay connected

### Website

everestgrp.com

### **Social Media**

@EverestGroup

in @Everest Group

@Everest Group

@Everest Group

### Blog

everestgrp.com/blog

### **Podcast**

DigitalReal**IT**y







### **Dallas (Headquarters)**

info@everestgrp.com +1-214-451-3000

### Bangalore

india@everestgrp.com +91-80-61463500

#### Delhi

india@everestgrp.com +91-124-496-1000

### London

unitedkingdom@everestgrp.com +44-207-129-1318

### **New York**

info@everestgrp.com +1-646-805-4000

#### **Toronto**

canada@everestgrp.com +1-647-557-3475

This document is for informational purposes only, and it is being provided "as is" and "as available" without any warranty of any kind, including any warranties of completeness, adequacy, or fitness for a particular purpose. Everest Group is not a legal or investment adviser; the contents of this document should not be construed as legal, tax, or investment advice. This document should not be used as a substitute for consultation with professional advisors, and Everest Group disclaims liability for any actions or decisions not to act that are taken as a result of any material in this publication.