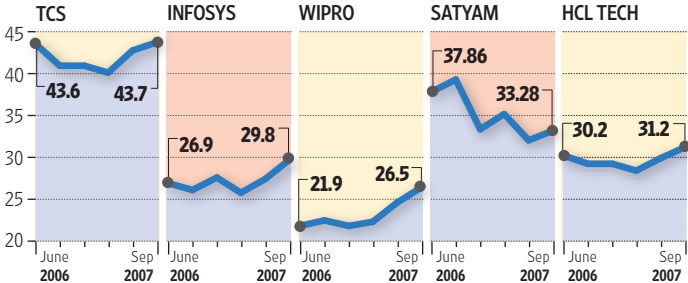


MORE FLEXIBILITY, RISING MARGINS

IT vendors are increasingly entering into fixed-price contracts.



Figures indicate percentage share of fixed-price contracts in revenue

Source: Company data