Acseitis-Elecio Consulting study - May 2010
Price and rates of IT developers, experts, project managers
Europe, Nearshore & Offshore destinations
Price Including VAT 490 euros (EU) 450 euros (Out of EU)

The daily rates usually applied for IT services are a recurring concern for IT managers and IT services procurement managers. Various reasons lead them to regularly review the market trends: Crisis conditions, scarceness or tensions on certain profiles, acceleration of retirements, the multiplicity of offshore and nearshore destinations enlarges the choice possibilities.

In this report we suggest a set of daily rates for more than ten major IT jobs. The "average daily rate" remains the common valuation unit for IT services:

For IT service providers the average daily rate provides the advantage of integrating all costs (salary with all social taxes, vacation, training and absences) and margin.

This report constitutes a tool that facilitates comparisons of daily rate practices in some European countries and some offshore destinations. It is intended for IT procurement managers, IT managers, project managers, as well as IT service providers as a benchmarking base.

Scrutinised profiles

We covered the most demanded profiles, for development and projects, Web development and IT operations.

- **Development and integration jobs**: Project Manager, Project Director, Business Analyst and Developer along with three domains (Java & Microsoft .Net, SAP, BI and CRM), and according to seniority levels. Programming in Java on J2EE platform and programming in Microsoft technologies are similar in terms of profiles, recruitments and prices. SAP is market in itself. BI (business intelligence) and CRM (Customer relationship management) are similar markets, sometimes using the same software suites.

- **Web designer**, according to two seniority levels.

- **IT operation jobs**: Operation Technician, System Engineer, Expert, and Operation Manager or Service Center Manager.

Examples of results (daily rates benchmark & salary benchmark):

	Junior Developer			Experienced Developer		
	Technologies Java & Microsoft .Net	SAP	BI & CRM	Technologies Java & Microsoft .Net	SAP	BI & CRM
Countries that order projects						
Germany	355 -965	350 - 1050	380	620 - 1200	535 - 1280	
United Kingdom	400 - 500	350 - 500		600 -800	700	
France	370 - 500	350 - 550	360 - 460	500 - 680	450 - 600	550 - 620
Italy	200 - 300	200 - 300		380 - 400	400	
Switzerland		680 - 750		680 - 820	750 - 1200	
Nearshore and offshore destinations						
Morocco	88	350	220	150 - 250	440	265
Tunisia	140			160		
Romania	150 - 200	280	150	190 - 220		
India	51 - 62	99-134	102	64-102	120	120
China	75 - 100			135		
Vietnam	70			100 - 130		
Argentina	150 - 200	155 - 220		240 - 260	285	