

# Uncontrollable market. Controllable IT.

Volatile price jumps and delivery uncertainty are changing the rules of the game for IT procurement. The market is growing dynamically and becoming unpredictable at the same time.



## Current figures

**10.8 %** more IT spending worldwide in 2026 – including assets with price increases of over 30%.

Gartner, 2026

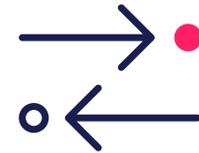
**30 %** underestimated AI costs for companies by 2027.

IDC, 2026

## IT in a balancing act

### Stability

Rising prices must not threaten IT operability or critical investments.



### Agility

AI and automation cannot be delayed. IT investments must remain agile in order to ensure competitiveness.

What is needed is operational control over costs, procurement, and lifecycle.

# 3 levers for controllability

If you want to make IT stable and agile under volatile conditions, you need to take a targeted approach. Three key areas of action show where you can take concrete steps.

## 1. Stabilize

- Secure current market prices with a price lock-in, even for later delivery
- Distribute investment costs over the useful life
- Activate budget leeway through sale-and-lease-back or TCO analyses

→ • Create short-term predictability with quick wins.

## 2. Optimize

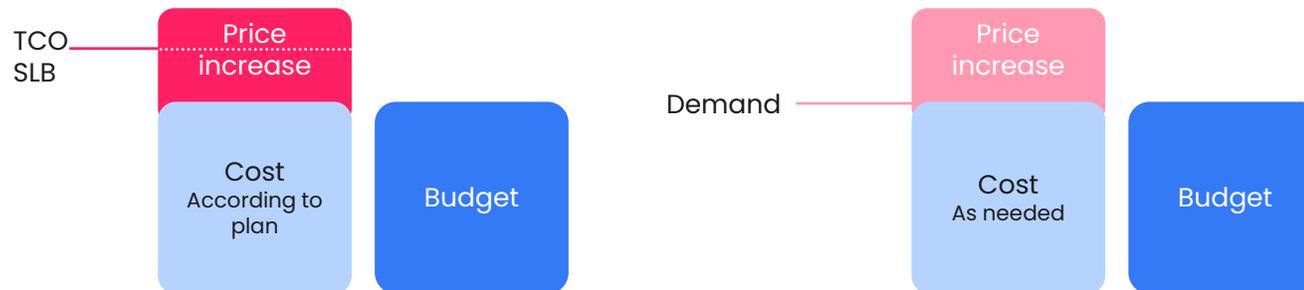
- Check whether your IT is needs-based and reduce overcapacity
- Use refurbished IT in certain areas to further reduce your budget
- Validate your negotiated terms using a tendering tool such as tesma eTender

→ • Question structures and streamline them in a targeted manner.

## 3. Agile control

- Extend contract terms during unfavorable market prices.
- Shorten cycles when innovation requires it
- Manage the lifecycle with efficient use of resources – from security to sustainability

→ • Remain capable of acting – even in volatile markets.



When the market gets unpredictable, your IT needs to stay reliable. Let's schedule a meeting to discuss your requirements.

[Join Circular Tech](#)