



MSP Market Overview

Market Growth

The proliferation of cloud-computing, the criticality of IT security, and technological innovation are driving growth

Market Reality

The combination of cloud-computing proliferation and the criticality of IT security is contributing to unprecedented complexity in the MSP market. This, coupled with fragmentation and geographic constraints, creates the potential for accelerated consolidation.

Market Drivers

Cloud Migration



Vendor Overload



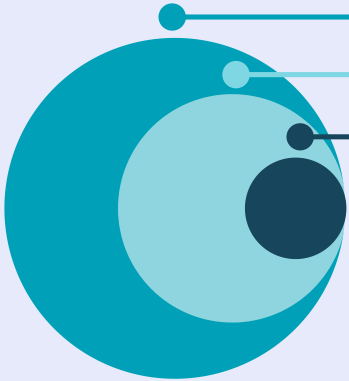
Cyber / IT Security Risk



Compliance



Fragmentation Permeates



With **25,000+ MSPs** in the market, differentiation is a challenge

Of those, the majority are geographically restricted from building to scale

Because of this, very few have built to economies of scale, creating roll-up potential

\$376bn
2025

11.7% CAGR

\$194bn
2019

Market Dynamics Driving MSP M&A



A fragmented market and perceived commodification are promoting investment in technology to stand out from the crowd



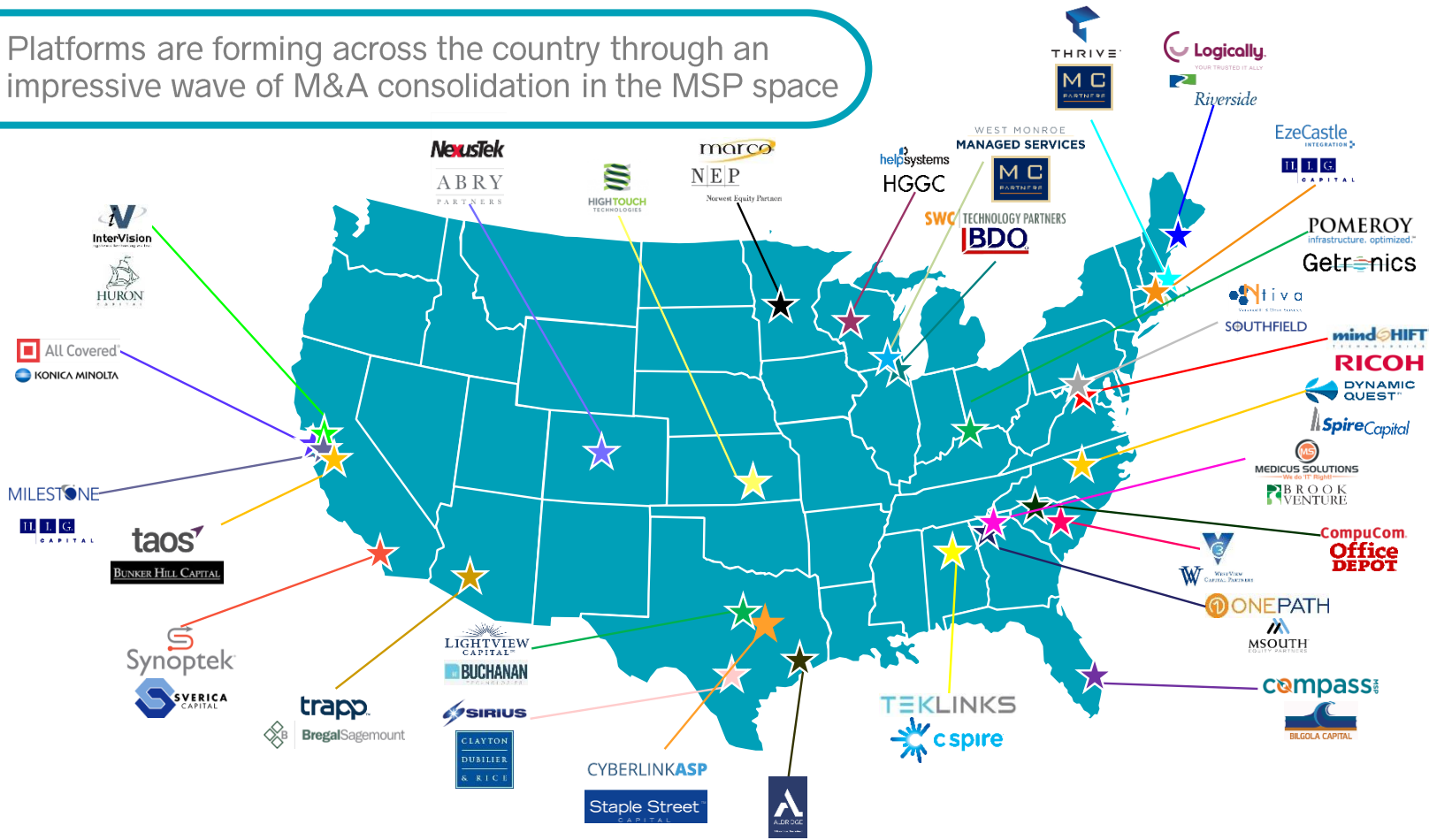
Equity investor-backed ventures are looking to create national service provider platforms



MSPs must embrace scale as a way to leverage optimization and efficiency to deliver more without raising costs

US MSP Platforms

Platforms are forming across the country through an impressive wave of M&A consolidation in the MSP space



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About ClearSight

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