EXTRACT

Market Trends

MARKE

The Risk & Cybersecurity Services Market in 2024-2025

Report



SOURCE

What's included in this report

Our reports offer a wealth of market sizing, growth, and forecast data alongside engaging, in-depth analysis of the trends that matter. Using our highly flexible, multidimensional model we provide firms with robust, trusted data to make informed decisions about strategic investments and plan for the future.

Geography model

Chile

China

Colombia

Croatia

Cyprus

Egypt Ethiopia

inland

France

Germany Ghana

enmark

Côte d'Ivoire

Zech Republic Irag

India

Iran

Israel

Japan

Kenya

Italy

Countries covered

Albania	(
Algeria	(
Angola	(
Argentina	(
Australia	(
Austria	(
Bahrain	(
Belarus	
Belgium	
Bosnia	
Brazil	
Bulgaria	
Cameroon	(
Canada	(

Pakistan Greece Libya Hong Kong Luxembourg Hungary Malaysia Guinea Mexico Peru Indonesia Morocco Mozambique Poland Myanmar Portugal Ireland Netherlands Oatar New Zealand Nigeria Russia North Rwanda Macedonia Kuwait Norway Serbia Lebanon Oman

Slovakia Papua New Slovenia South Africa South Korea Philippines Spain Sri Lanka Sudan Sweden Romania Switzerland Taiwan Tanzania Saudi Arabia Thailand Tunisia Singapore Turkey

UAE Uganda Ukraine United Kingdom United States Venezuela Vietnam Zambia

Sector model

Sectors

- 1 Energy & resources
- 2 Financial services
- 3 Healthcare
- 4 Manufacturing
- 5 Pharma & life
- sciences
- 6 Public sector 7 Retail
- 8 Services
- 9 Technology, media
- & telecoms

	Sub-se
	1 A Ene
	1 B Prir
	1 C Util
	2 A Bar
	2 B Cap
	2 C Insu
	2 D Inve
	mai
8 7 6	2 E Priv
	3 A Hea

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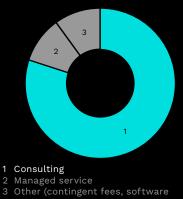
Inergy	4	А	Aerospace	
rimary resources	4	В	Automotive	
Jtilities	4	С	Construction	
Banking	4	D	Consumer electronics	
Capital markets	4	Е	Consumer packaged goods	
nsurance	4	F	Industrial products	
nvestment and wealth	5	А	Pharma	
nanagement	6	А	Defense	
Private equity	6	В	Education	
lealthcare	6	С	Not-for-profit	
	6	D	Public sector	
	7	А	Retail	

8 A Business services B Leisure

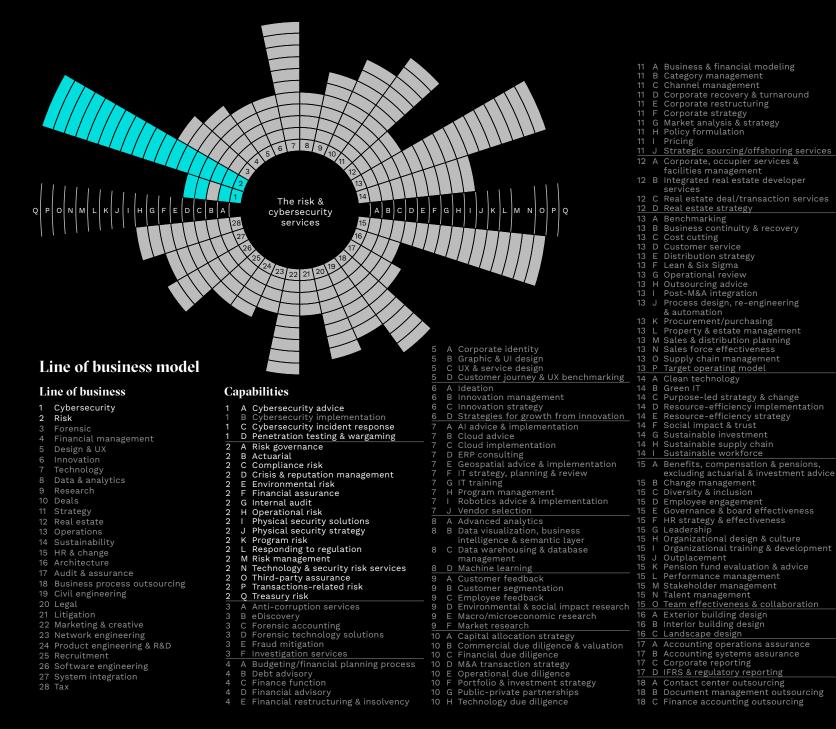
- C Logistics
- D Real estate
- E Transportation
- 9 A High-tech
- B Media

C Telecoms

The revenue-earning model



licensing, associate networks)



18 D Human resources outsourcing 18 E IT outsourcing 18 F Other outsourcing 18 G Payroll outsourcing18 H Regulation & remediation outsourcing 18 | Supply chain management & distribution outsourcing 9 A Building & engineering analytics
 19 B Engineering project management
 19 C Infrastructure design 19 D International development 19 E Transport infrastructure, planning & engineering 19 F Urban design & planning 20 A Corporate & transaction law 20 B Criminal law 20 C Digital & technology law 20 D Domestic & family law 20 E Intellectual property law 20 F International trade, regulatory & government law 20 G Labor & employment law 21 A Dispute advisory services 21 B Expert witness 21 C Trial services 22 A Brand activation 22 B Brand strategy 22 C Creative production 22 D Customer relationship management 22 E Marketing & communication production 22 F Marketing & communication strategy 22 G Marketing mix optimization 22 H Public relations & affairs 23 A Network installation 23 B Network optimization 23 C Network strategy & architecture 24 A Physical product quality assurance & testing 24 B Physical product R&D 24 C Product & industrial design 24 D Technical feasibility assessment, prototyping & mock-ups 25 A Contract staffing supply

 15
 A Benefits, compensation & pensions, excluding actuarial & investment advice
 25
 Contract starling 25

 15
 B Change management
 25
 D Talent sourcing

26 A Application development 26 B Digital product quality assurance & testing 26 C DevOps 26 D Digital product R&D 26 E IoT and connected devices 26 F Solution architecture 26 G Virtual, augmented, and mixed reality 27 A Functional & industry application integration 27 B Microsoft 27 C Oracle 27 E SAP 27 F Workday 28 A Corporate tax 28 B Global employer/mobility services 28 C Indirect tax 28 D International tax 28 E Private wealth tax 28 F Tax dispute resolution & controversy 28 G Transaction tax 28 H Transfer pricing

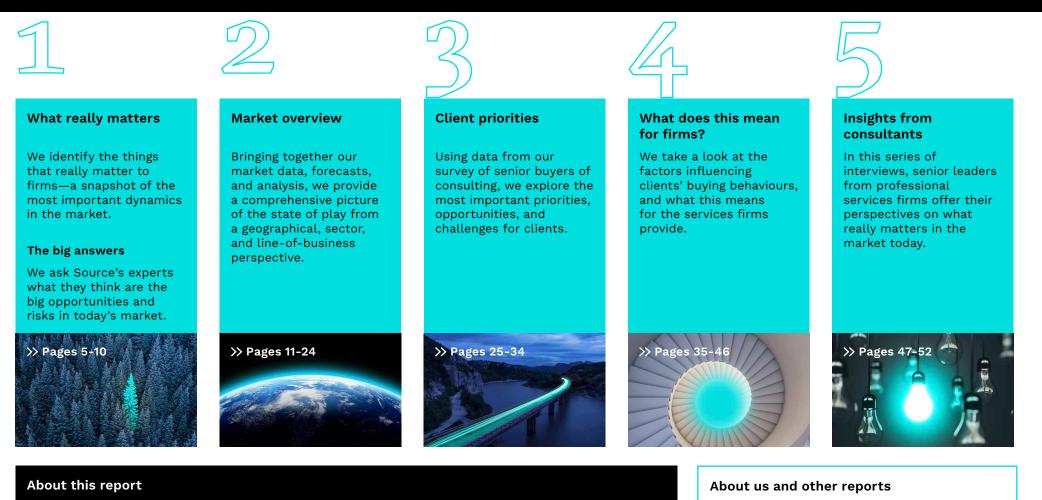
Market in 2024-2025

The Risk & Cybersecurity Services

Market Trends

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Underpinned by our MegaModel, our reports deliver an independent and objective understanding of the markets that matter most; including everything from key trends and growth opportunities to the latest views of consulting leaders and a detailed analysis of the buyer's voice.



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"Managed services have become a particularly attractive option due to the limited availability of skilled personnel and advanced technology."

Rohit Mathur, EY Consulting

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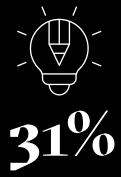
About this report

SOURCE

Three things for a firm to act on

1

Risk clients are looking for a more forwardthinking approach although those in the risk function don't agree.



of clients still believe their organizations need to take a more forward-thinking approach to risk The past few years have shown clients how quickly unforeseen circumstances can arise and, as a consequence, risk has had to become more forward-looking as a function. Clients are enduring another tough year in 2024, rife with macroeconomic and geopolitical tension, and risk functions have had to continue to adapt to a fast-changing landscape. But there remains further work to be done here, with 31% of clients still believing that their organizations need to take a more forward-thinking approach to risk. Those that are in the risk function, however, don't see this as a priority. As the ones directly involved in risk projects and conversations, they likely already consider themselves to be forward-thinking.

And firms themselves perhaps need to take a more forward-looking approach. While clients predict that management time will continue to be taken up by operational risk and cybersecurity in the future, they don't necessarily think this is where attention should be directed. Clients have growing concerns about financial risk and reputational risk, with 29% seeing each of these respectively as the areas that should absorb the most management time. Firms that can anticipate these concerns and stress the urgency of financial and reputational issues will be well-placed to win risk opportunities.

About this report





"Things have been quite challenging in many countries since December 2022, largely because of economic conditions. However, there are exceptions, such as the Middle East and India, where there have been significant levels of growth."

Sam Samaratunga, PwC

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Client priorities

"Clients today are looking for a holistic, comprehensive approach to managing risk. They want a firm that understands the connection between risk and financial decisions."

Brent Tomlinson, Kroll

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The C-suite is still focused on risk, even if the rest of the business thinks it is under control

When we asked about the three most relevant and important issues being discussed at senior levels in 2023, we noted that being better able to deal with risk had dropped significantly down the agenda. It's a similar picture this year, with only around one in five clients deeming it a top three issue.

While this year supply chains are top priority, an area that heavily intersects with risk, what's interesting is how much closer the proportions discussing various topics are. Clearly, clients are more divided than ever about which issue is most important to tackle. Responding to regulatory change, another area that can impact the risk function heavily, has dropped from the second most important issue down to the ninth. Clients may feel that they have sufficiently addressed this issue to put it on the backburner for the time being, or simply that other priorities are more pressing, but as a whole, clients seem to think that risk topics are less of a concern than they were last year.

However, when we look purely at the most senior levels, a slightly different picture emerges. Supply chains are still their number one concern, by quite a distance. But being better able to deal with risk rises to third position, and it is closely followed by responding to regulatory change. The conclusion is that while dealing with risk may be taken as read by those lower down the organization, for those at the top, it is still very much front-of-mind and feeding into all their decision making.

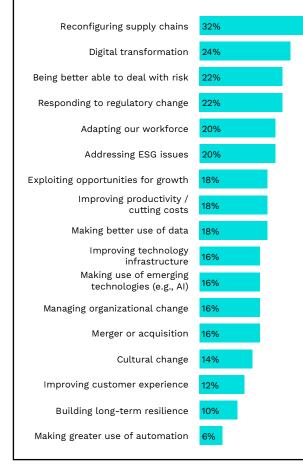
Figure 14

Which three of the following do you think are currently the most relevant and important issues being discussed at senior levels in your organization as a whole?



Figure 15

Which three of the following do you think are currently the most relevant and important issues being discussed at senior levels in your organization as a whole? (CxO only)



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"By developing an ecosystem model, technology-led firms and risk consulting providers can offer a unique set of services which complement each other and increase value to clients."

Akhilesh Tuteja, KPMG

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"The problem with risk is that it's always difficult to measure the return on investment, as it's very difficult to calculate the value of risks that didn't materialise because you managed them well."

Koen Claessens, BDO

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"There haven't been any massive shifts in the market, but an interesting change from 2023 is the rising significance of program risk."

Catherine Anderson, Source

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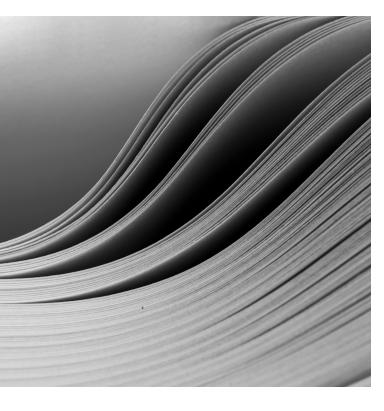
About this report



Our approach to gathering data

The market for professional services is vast and highly dynamic, with deep roots spread out across the business world. The Source MegaModel helps you get to grips with the facts.

The MegaModel is the largest and most comprehensive database of its kind, anywhere in the world. It's used by the world's leading firms to identify where growth is coming from, which markets to invest in, and which sectors are driving demand.



Methodology—The MegaModel

MegaModel: Our Global Data Model

The quantitative market data in this report comes from our unique model of the global professional services market.

Rather than making high-level assumptions, this model has been built from the bottom up, sizing the market capability by capability—assessing how much work a firm earns delivering each professional capability within each sector and country. This results in a robust view of the size of the supplyside market, which can then be broken down to view the size of the market by country, sector, line of business, capabilities, and service.

Alongside this market segmentation, we also limit our market sizing and analysis to what we at Source call "big consulting"—work done by mid and largesized firms (those with more than 50 people). Please note that we don't track the long, thin tail of work done by contractors and very small firms, as most readers of this report would not seek or be able to compete in this part of the market. All of the data in the model is calibrated through extensive interviews with, and surveys of, professional services firms and their clients, allowing us to discuss broader trends in the market alongside detailed dimensions such as headcount. These interviews and surveys are supplemented with desk research, which allows us to assess the impact of wider macroeconomic trends on professional services. This, combined with our detailed modeling, results in a long-term view of the market that is able to support both historic and forecast data.

All figures given in this report are in US dollars.

US dollar to British pound US\$1 = £0.80

US dollar to euro US\$1 = €0.92

The data in this report is rounded to the nearest whole number or stated decimal place. As a result, totals may display small discrepancies. Respondents by sub-sector

Respondents by function

Who did we speak to

Client perspective

We carry out a client survey to help us build a rich picture of how different trends in the risk & cybersecurity sector are affecting clients' organizations and their use of consulting. Our survey focuses on trends in the risk & cybersecurity sector, providing detailed insights into the nuances of the market. For this, we surveyed 150 senior clients of consulting firms in the US, from across the risk & cybersecurity sector, all of whom work in organizations with more than 1,000 employees. This survey focuses on the following areas:

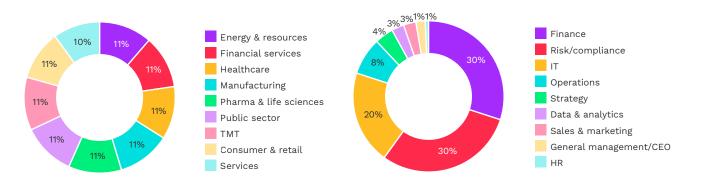
- How they expect to use consultants during the second half of 2024 and throughout 2025
- Factors that affect the way clients work with consulting firms
- The ways consulting firms market themselves to clients and the impact this has on client decision making.

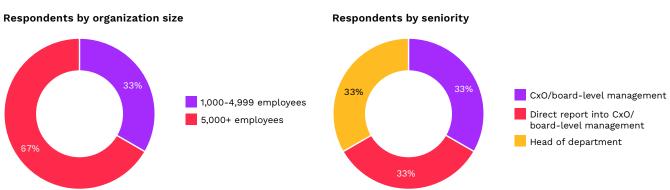
Insights from consultants

Throughout the year, Source analysts remain plugged in to the global consulting market through our bespoke research and consulting projects, adding further depth to our understanding of the consulting industry.

In-depth desk research

We also conducted a thorough PEST analysis in the risk & cybersecurity sector that drills down into finer macroeconomic details on a holistic and sector-by-sector basis and allows us to fit our research into a wider macroeconomic picture.







Definitions of sectors and services

Sectors

Energy & resources

Energy

Includes the exploration and production of energy, including oil, gas, coal, and renewables.

Utilities

Includes the delivery of electricity, gas, water, sanitation, and other related services.

Primary resources

Includes agriculture, chemicals and chemical products, commodities, forestry, fishing, metals, mining, and plastics.

Financial services

Banking

Includes retail banking, commercial banking, and lending. **Insurance**

Includes general insurance (e.g., motor, home, pets, health—anything on an annual contract), life insurance, pension products, and retirement planning.

Private equity

Includes both consulting work for private equity firms and consulting work with private equity portfolio businesses.

Capital markets

Includes investment banking, trading of stocks and financial products, corporate finance, and broking.

Investment and wealth management

Includes private banking, high net-worth banking, investment management, trust funds, the management of pension funds, and asset management.

Manufacturing

Aerospace

Includes space research and technology, the manufacture of aircraft, aircraft parts, rockets and other space equipment, and tanks and ammunition.

Automotive

Includes the manufacture of motor vehicles, industrial vehicles, and vehicle supplies and parts.

Construction

Includes surveying, architectural, and engineering services, heavy construction, house building, and the building of infrastructure.

Consumer packaged goods

Includes the manufacture of clothes, foods, alcohol, tobacco, furniture, home furnishings, cleaning products, small arms, children's toys, and sports equipment.

Consumer and industrial electronics

Includes electrical components, household and industrial appliances, commercial and professional equipment.

Industrial products

Includes industrial machinery, steel and metal products, and plastic products.

Pharma & life sciences

Includes research into and the production of drugs, biological products, medicinal chemicals, and life sciences.

Healthcare

Includes private and publicly-funded healthcare, hospitals, laboratories, and medical equipment.

Public sector

Government

Includes federal/national, state/regional, local government, emergency services, justice, social services, public transport, and conservation.

Education

Includes public and private schools, universities, and libraries. **Defence**

Includes national security and consulting around defence issues.

Not for profit

Includes non-commercial research organizations, religious, political and professional membership organizations, trusts, labour unions, and business associations.

Retail

Includes the selling of clothes, food, consumer goods, and automobiles.

Services

Logistics

Includes warehousing, storage, packing and crating, and distribution including cargo, freight, and haulage.

Business services

Includes services relating to law, accountancy, IT maintenance, security systems, advertising, employment agencies, and vehicle leasing.

Leisure

Includes museums, art galleries, theatre, golf courses, hotels, hospitality, travel agencies, restaurants, and bars.

Real estate

Includes estate agencies and operators of residential and commercial buildings.

Transportation

Includes private and people-related transportation, including airlines, airport management, train operators, rail infrastructure management, water transportation, courier services, and private bus services.

Technology, media & telecoms

Telecoms

Includes telephone, mobile, digital, and other communication services.

High-tech

Includes IT-related devices, computer and computerrelated devices, audio and video equipment, broadcasting and communication equipment.

Media

Includes radio, television, and digital broadcasting stations and services as well as printing and publishing of newspapers, periodicals, and books.

SOURCE

Services

We've taken the lines of business and capabilities from our taxonomy that broadly align with traditional definitions of consulting and divided them into services that include the following. Please note that for some lines of business, for example, forensics, we've taken a subset of the relevant capabilities and excluded others. For the capabilities included in this report specifically, please refer to the map on page 3.

Cybersecurity consulting

Cybersecurity advice, Cybersecurity incident response, Penetration testing & wargaming, Technology & security risk services.

HR, change & people strategy

Benefits, compensation & pensions, excluding actuarial & investment advice, Change management, Diversity & inclusion, Employee engagement, Governance & board effectiveness, HR strategy & effectiveness, Leadership, Organizational design & culture, Organizational training & development, Outplacement, Pension fund evaluation & advice, Performance management, Stakeholder management, Talent management, Team effectiveness & collaboration, Resource-efficiency strategy, Purpose-led strategy & change, Resource-efficiency implementation, Social impact & trust.

Operations

Benchmarking, Business continuity & recovery, Cost cutting, Customer service, DevOps, Distribution strategy, Lean & Six Sigma, Operational review, Outsourcing advice, Post-M&A integration, Process design, re-engineering & automation, Procurement/purchasing, Property & estate management, Sales & distribution planning, Sales force effectiveness, Supply chain management, Target operating model, Sustainable supply chain, Corporate, occupier services & facilities management, Integrated real estate developer services, Real estate deal/transaction services.

Risk & financial management

Operational risk, Program risk, Responding to regulation, Risk management, Budgeting/financial planning process, Debt advisory, Finance function, Financial advisory, Financial restructuring & insolvency, eDiscovery, Forensic accounting.

Strategy

Capital allocation strategy, Commercial due diligence & valuation, Financial due diligence, M&A transaction strategy, Operational due diligence, Portfolio & investment strategy, Public-private partnerships, Technology due diligence, Business & financial modeling, Category management, Channel management, Corporate recovery & turnaround, Corporate restructuring, Corporate strategy, Market analysis & strategy, Policy formulation, Pricing, Strategic sourcing/ offshoring services, Real estate strategy, Environmental & social impact research, Macro/microeconomic research, Market research, Customer feedback, Customer segmentation, Employee feedback, Advanced analytics, Sustainable investment.

Technology & innovation

Ideation, Innovation management, Innovation strategy, Strategies for growth from innovation, Cloud advice, ERP consulting, IT strategy, planning & review, IT training, Program management, Vendor selection, Clean technology, Green IT, Corporate identity, Graphic & UI design, UX & service design, Customer journey & UX benchmarking, Data visualisation, business intelligence & semantic layer.

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Contributors

We are extremely grateful to all the people we spoke to for making this report possible. On this page is a list of individuals who have contributed (excluding those consultants who wished to remain anonymous).

Job title	Organization
Global Head of Risk Advisory & Managing Partner	BDO
EMEIA Risk Consulting Markets Leader	EY Consulting
Global Risk Consulting Markets Leader	EY Consulting
Global Head of Risk Services	PwC
Co-President of Risk Advisory	Kroll
Global Head of Cybersecurity Consulting	KPMG
-	Global Head of Risk Advisory & Managing Partner EMEIA Risk Consulting Markets Leader Global Risk Consulting Markets Leader Global Head of Risk Services Co-President of Risk Advisory

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What really matters



Meet the expert

Catherine Anderson

Catherine is a Principal Consultant at Source in our consulting practice area. Focused on bespoke project work, she turns qualitative and quantitative data into meaningful, strategic insights for professional services firms. Recent projects include identifying opportunities in new markets and analysing client sentiment and how to harness it effectively. She also oversees the Emerging Trends Program, and is often found presenting reports and research on a wide variety of topics. Prior to joining Source, Catherine managed large transformation programs in the financial services sector.

Catherine Anderson

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Dane Albertelli

Dane is a Senior Research Analyst within the Market Trends team. He currently conducts research on global market trends within the professional services sector. He has also carried out bespoke mergers & acquisitions scans for clients hoping to enter the US IT services sector. He has written a number of specialized reports on the state of the professional services market in regions such as GCC and Australia.

Dane Albertelli

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About us

We help professional services firms understand what really matters when facing decisions of vital importance.

The best decisions are based on evidence, objectivity, and a willingness to change. That's why, at Source, we tell you what you need to hear, rather than what you want to hear.

We draw upon our deep roots within the professional services sector to provide firms with a clear picture of their clients' worlds. Through comprehensive research and meticulous analysis, we pinpoint what truly matters and deliver actionable insights that help firms map out the right way forward.

We believe in thriving individually and succeeding together. And we would love to help your firm crack its latest conundrum.

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Publication schedule for 2025

2025		Market Trends Reports	Market Trends Briefings	Client Perceptions Studies	Emerging Trends Program	White Space Reports	White Space Insights
Q1	January	Forecasts for 2025 UK US GCC France		UK US GCC France			Featured thought leadership (monthly) Quarterly webinar series
	February				ET1		
	March					Quality Ratings Report (QRR)	
Q2	April	Nordics DACH Australia East Asia South East Asia Africa	India South America	Germany Australia China Japan Retail Energy & Resources Financial Services Technology, Media & Telecoms	ET2		Featured thought leadership (monthly) Quarterly webinar series
	May						
	June				ET3	Client Perceptions of Thought Leadership	
Q3	July	Energy & Resources Financial Services Technology, Media & Telecoms Sustainability	Healthcare & Pharma	Risk Tax			Featured thought leadership (monthly) Quarterly webinar series
	August				ET4		
	September					Thought Leadership Innovation	
Q4	October	Tax Risk Technology Planning for Growth in 2026	Public Sector	Audit Technology	ET5		Featured thought leadership (monthly) Quarterly webinar series
	November						
	December				ET6 What Clients Will Want in 2026	Hot Topic Report	

