

# For Tech Firms, Continued Opportunities and Increased Disruptions Amid COVID-19

## LATE MARCH 2020

A survey of CompTIA member tech firms showed that the sudden shift to remote work was driving growth, but businesses were seeing disruption as well.

At that time, **76%** of tech firms saw new business opportunities.

## LATE APRIL 2020

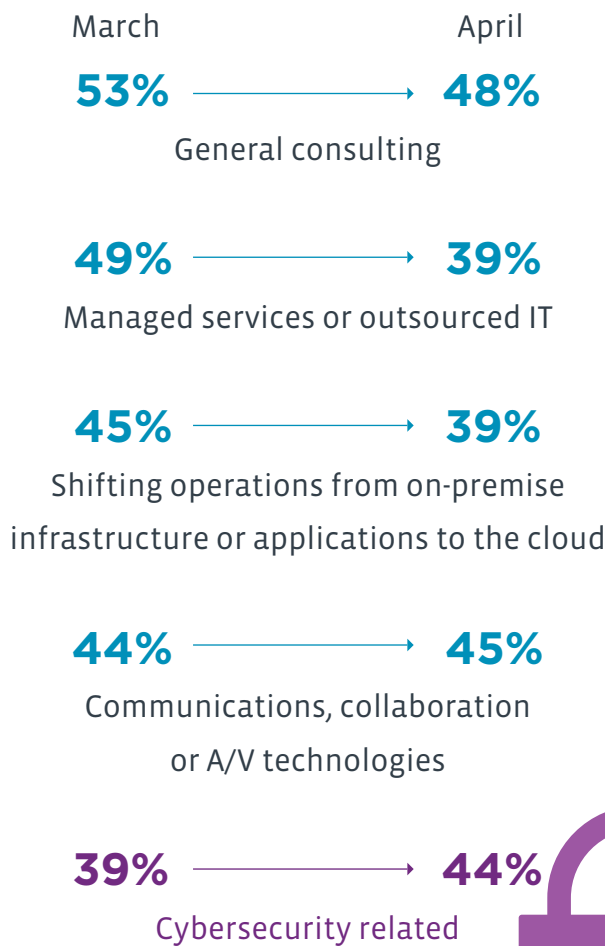
Surveyed again, tech firms saw a new mix of business inquiries as a result of the pandemic, but business disruption increased as well.

As of late April, **83%** of tech firms had received inquiries or seen new business activities.

## WHAT'S DRIVING NEW BUSINESS OPPORTUNITIES FOR ALL RESPONDENTS?

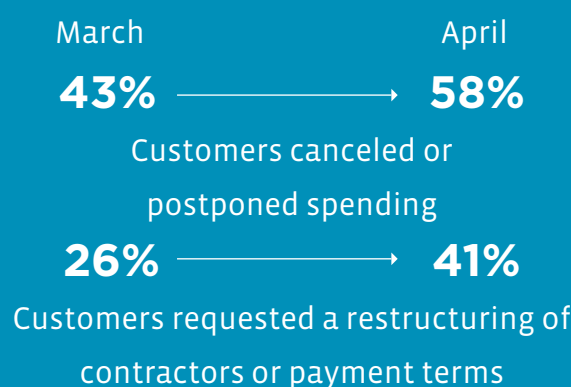


## FOR MSPS, NEW BUSINESS OPPORTUNITIES WERE RELATED TO:

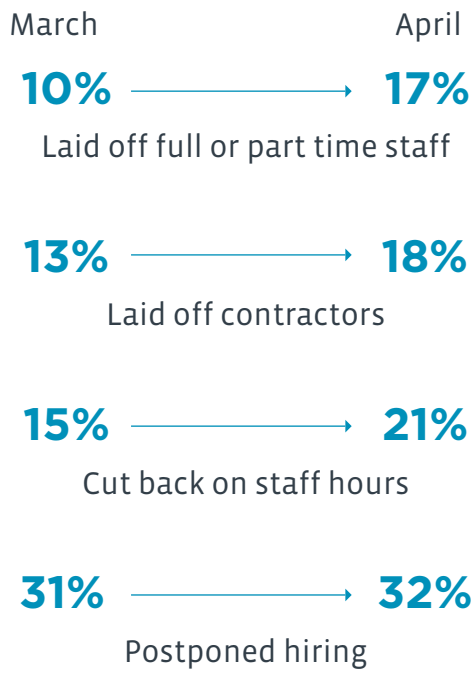


MSPs saw the biggest increase in cybersecurity inquiries.

## DESPITE OPPORTUNITIES, TECH FIRMS SAW AN INCREASE IN BUSINESS DISRUPTIONS



## DISRUPTIONS ARE HAVING MORE OF AN INTERNAL IMPACT BY AS WELL.



HOWEVER, SLIGHTLY MORE FIRMS ALSO REPORTED HIRING FOR AN INCREASED DEMAND IN SERVICES—9% IN MARCH VERSUS 13% IN APRIL—AND 4 OUT OF 10 BUSINESSES HAD YET TO TAKE ANY STAFFING ACTIONS.