B2B Tech Buye Insights FOR 2022



As one year ends another begins...

Check out 24 B2B Tech Buyer Insights that reveal where tech vendors should be focusing their efforts this coming 2022.

These insights come from our first party research conducted among 1500 senior professionals in our Insights for Professionals (IFP) business community.

WHICH INSIGHTS WILL HELP YOU PLAN FOR EVEN GREATER SUCCESS NEXT YEAR?

MORE THAN 1/4 of IT tech buyers intend to invest up to \$1Million in Digital Transformation.

Half of marketing buyers, 48% of HR buyers and over a third of IT buyers rely on 11-15 SOURCES OF INFO when researching a topic before making a purchase over 50%

of Cloud Management specialists consider Cloud Security their greatest challenge.



of C-Suite marketers operating in the field of **Customer Experience** identify **Customer Services** as their most significant threat compared to



for 2022.





ABOUT INBOX INSIGHT

Inbox Insight amplify content globally to a community of 4.1M active IT, HR, Marketing and Business Professionals, for some of the world's most successful brands.

Using their first party research facility along with powerful AI technology, Inbox Insight are able to combine a 360° perspective of your target audience with the right specialist knowledge to deliver effective B2B demand generation programs. Learn how to put these insights into action to drive cut through and long-lasting audience engagements.



About Insights for Professionals

IFP is a centralized knowledge platform that brings together professionals across multiple disciplines and sectors through the common goals of professional development and knowledge acceleration.

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