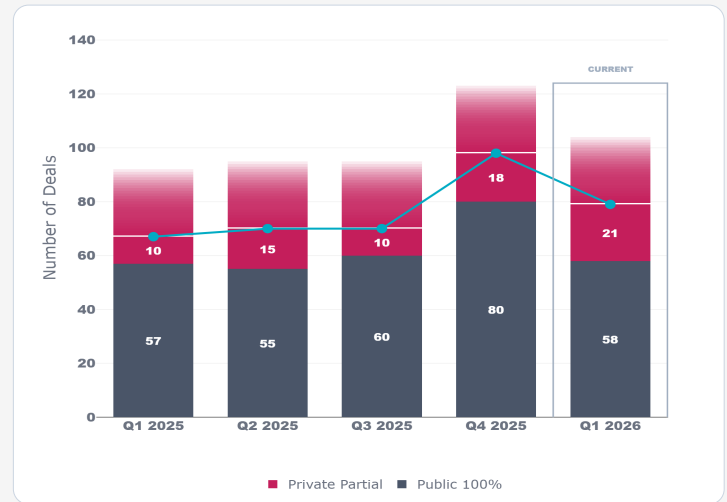


This Q1 2026 edition of the **VPPipeline Market Pulse** presents an overview based on **82 newly identified disclosed contracts** and a forecast of disclosed contracts expiring over the next 24 months. Following a **record-breaking Q4**, the number of new disclosed contracts has taken a predictable step back, after a quarter shaped by both the typical year-end peak in government spending and several large-scale staffing framework agreements, including billion-euro contracts for the National Police and the Tax and Customs Administration. The number of **Consulting & Projects contracts** shows a noticeable increase, based on contract count rather than total value, and covering a mix of smaller and larger engagements across different types of organizations. This aligns with the growing demand for AI. The quarter's most notable award was the **€400 million Dutch Railways (NS) hosting contract**, which has brought the topic of digital sovereignty to the forefront of commercial planning. Looking ahead, the forward pipeline remains broadly in line with the previous quarter, with **Managed Services still the dominant segment**, accounting for **47% of all disclosed contracts** set to expire in the next 24 months, while AI capabilities are increasingly becoming a differentiator in upcoming opportunities.

### Q4 Transaction Activity per segment

<h1>82</h1> <p>New Contracts</p> <p>JAN 33</p> <p>FEB 27</p> <p>MAR 22</p>	<h2>6</h2> <p>New Contracts</p> <p><b>Staffing &amp; Hiring</b></p> <p>Flexible staffing, brokerage, and secondment on an hourly basis.</p>	<h2>20</h2> <p>New Contracts</p> <p><b>Consulting &amp; Projects</b></p> <p>Strategic advice, digital transformation, Data, AI, and software development.</p>
	<h2>33</h2> <p>New Contracts</p> <p><b>Managed Services &amp; Outsourcing</b></p> <p>Outsourcing, SLA-based management contracts, and Security Services (SOC).</p>	<h2>23</h2> <p>New Contracts</p> <p><b>Assets &amp; Licensing</b></p> <p>Hardware delivery, standard software, and license management.</p>

### Transaction Volume Trends



### Major Public Sector Awards

<h2>#1</h2>	<p><b>NS Nederlandse Spoorwegen</b></p> <p>Hosting, technical application management and monitoring</p> <p><b>400m €</b></p> <p>MANAGED SERVICES &amp; OUTSOURCING</p> <p>DXC</p> <p>TERMS STRUCTURE 6+3+3</p> <p>BEGIN 01-02-2026</p>
<h2>#2</h2>	<p><b>Ministerie van OCW</b></p> <p>Framework agreement hiring ICT-Professionals</p> <p><b>133 - 160m €</b></p> <p>STAFFING &amp; HIRING</p> <p>Cegeka, Cim Solutions, Hero Interim Professionals, Need Staffing, Ordina, Seven Stars</p> <p>TERMS STRUCTURE 4</p> <p>BEGIN 01-01-2026</p>
<h2>#3</h2>	<p><b>Gemeente Zuidplas</b></p> <p>MSP Hiring Desk for Temporary External Staff</p> <p><b>&lt; 90m €</b></p> <p>STAFFING &amp; HIRING</p> <p>Circle8</p> <p>TERMS STRUCTURE 4+1+1</p> <p>BEGIN 01-02-2026</p>

### Future Pipeline (24 months)

**455**  
Expiring Contracts  
TOTAL VOLUME

Total pipeline of opportunities becoming available within 24 months.

[Expiration calendar ->](#)

*Distributed across 4 segments*

**50**  
Expiring Contracts  
11% share

**Staffing & Hiring**  
Flexible staffing, brokerage, and secondment on an hourly basis.

**64**  
Expiring Contracts  
14% share

**Consulting & Projects**  
Strategic advice, digital transformation, Data, AI, and software development.

**216**  
Expiring Contracts  
47% share

**Managed Services & Outsourcing**  
Outsourcing, SLA-based management contracts, and Security Services (SOC).

**125**  
Expiring Contracts  
27% share

**Assets & Licensing**  
Hardware delivery, standard software, and license management.

### Deal Value Distribution

Number of expiring contracts by value range m€

Segment	0 - 10	10 - 30	30 - 50	50 - 100	> 100	Value not disclosed	Total
Staffing & Hiring	14	7	11	5	5	8	50
Consulting & Projects	9	7	2	0	2	44	64
Managed Services & Outsourcing	88	14	6	2	5	101	216
Assets & Licensing	75	25	1	3	4	17	125
<b>Total</b>	186	53	20	10	16	170	455

*Visual representation of value ranges across segments for expiring contracts in the next 24 months*

#### ABOUT VPPipeline INTELLIGENCE

VPPipeline is an independent intelligence platform for the Netherlands IT sourcing market. We provide a structured view of the landscape by systematically registering disclosed IT contracts—across both public and private sectors—with a total value starting from €1 million.

Our platform is built on continuously updated market intelligence on observable contract activity. By tracking **contract values, durations, and expiration dates**, we support commercial professionals in strengthening their market analysis, deal preparation, and timing. Subscribers gain access to the Dutch transaction register, a **24-month pipeline of expiring contracts**, alert functionality, and detailed reporting—including the quarterly Pulse report and a detailed Recent Transactions report.

Register on [vppipeline.com](http://vppipeline.com) to explore the platform and evaluate its functionality and data in preview mode.

[VISIT website ->](#)