

This Q2 2026 VPPipeline Market Pulse highlights 70 newly identified contracts alongside a 24-month expiration forecast. Following the Q4 seasonal peak, the disclosed deals flow returned to normal levels, with Q2 public-sector total value driven by large-scale staffing and broker services. Notably, the three largest awards — Enexis, Gemeente 's-Hertogenbosch, and DUO — all revolve around external staffing solutions (MSP, broker or professional hiring frameworks).

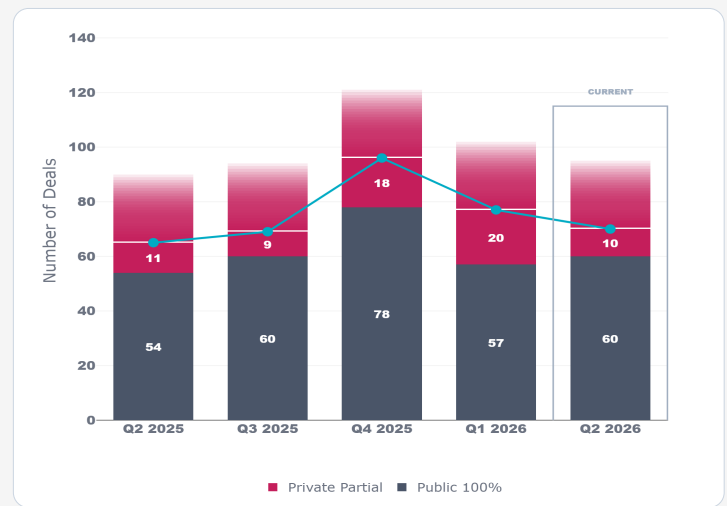
The Enexis External Staffing & Broker Services award to Harvey Nash stands out. With a potential value of up to €2 billion, it carries an implied ICT-related component of over €500 million (based on the 2024 hiring mix). At this scale, the broker model shifts from a mere sourcing route to a critical mechanism for control and operational continuity.

Beyond these headline staffing awards, the Q2 transaction flow remained concentrated in Managed Services & Outsourcing. This segment captured 35 contracts — half of all newly identified awards. Looking ahead, it also represents the largest upcoming opportunity pool, accounting for 209 of the 450 contracts in the 24-month forecast.

### Q2 Transaction Activity per Segment

### Transaction Volume Trends

<h1>70</h1> <p>New Contracts</p> <p>APR 29</p> <p>MAY 21</p> <p>JUN 20</p>	<h2>5</h2> <p>New Contracts</p> <p><b>Staffing &amp; Hiring</b></p> <p>Flexible staffing, brokerage, and secondment on an hourly basis.</p>	<h2>7</h2> <p>New Contracts</p> <p><b>Consulting &amp; Projects</b></p> <p>Strategic advice, digital transformation, Data, AI, and software development.</p>
	<h2>35</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>



### Major Public Sector Awards

<h4>#1</h4>	<h4>Enexis</h4> <p>Enexis External Staffing &amp; Broker Services</p> <p><b>&lt;€2,000m</b></p> <p><b>STAFFING &amp; HIRING</b></p> <p>🏆 Harvey Nash</p> <p>🕒 TERMS STRUCTURE 3+1+1+1+1+1 📅 BEGIN 01-06-2026</p>
<h4>#2</h4>	<h4>Gemeente 's-Hertogenbosch</h4> <p>Managed Service Provider (MSP) and third-party staffing</p> <p><b>&lt;€500m</b></p> <p><b>STAFFING &amp; HIRING</b></p> <p>🏆 Magnit</p> <p>🕒 TERMS STRUCTURE 2+2+1 📅 BEGIN 01-07-2026</p>
<h4>#3</h4>	<h4>DUO Dienst Uitvoering Onderwijs</h4> <p>Framework agreement for hiring ICT professionals</p> <p><b>€280-350m</b></p> <p><b>STAFFING &amp; HIRING</b></p> <p>🏆 Bergler, Cim Solutions, Circle8, Divetro, Get There, LinkIT, Need Staffing, Seven Stars</p> <p>🕒 TERMS STRUCTURE 2+1+1 📅 BEGIN 01-05-2026</p>

### Future Pipeline (24 months)

**450**  
Expiring Contracts  
TOTAL VOLUME

Total pipeline of opportunities becoming available within 24 months.

[Expiration calendar ->](#)

*Distributed across 4 segments*

**46**  
Expiring Contracts  
10% share

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

**66**  
Expiring Contracts  
15% share

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

**209**  
Expiring Contracts  
46% share

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

**129**  
Expiring Contracts  
29% 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	11	6	9	5	7	8	46
Consulting & Projects	10	6	2	0	3	45	66
Managed Services & Outsourcing	92	11	6	2	5	93	209
Assets & Licensing	78	27	0	4	4	16	129
<b>Total</b>	191	50	17	11	19	162	<b>450</b>

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.

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