

#9.5

First quarter 2022

KONSULTRAPPORTEN

THE POST-PANDEMIC MARKET • BUYER'S AND SELLER'S RATES •
ASSIGNMENTS IN THE NORDICS • SWEDEN, DENMARK AND
NORWAY UPDATE

#StandWithUkraine



The post-pandemic market

The need for freelancers and consultants has reached new heights and we've now clearly seen the end of the pandemic, even if it isn't over yet. More and more people are returning to old habits since Covid-19 is no longer considered a generally dangerous disease. In addition, we now have other more serious matters in Ukraine to think about.

Russia's war of aggression has led to a situation we never thought was possible in our lifetime. The war has also led to changes in the consulting industry, as many Nordic companies hired freelancers and consultants from Ukraine. At the start of the war, there was a lot of news coverage about female IT consultants coming to Sweden as refugees. We want to extend a helping hand to them. We simply urge all refugees from Ukraine who may benefit from Brainville to contact us, and we will provide free access to the platform.

There are a lot of factors in the statistics in Brainville suggesting a post-pandemic effect. To name a few, the number of assignments allowing remote work has decreased for the first time since the start of the pandemic, and the trend towards more assignments in non-metropolitan areas has stagnated. We've also seen a slight increase in the number of available freelancers and consultants.

In this quarterly report, you'll find mainly statistics. The editorial content has deliberately been limited to enable us to deliver as up-to-date statistics as possible. We hope you'll enjoy this brief version of Konsultrapporten!

Celebrating **10** years!

Brainville was registered as a company in May 2012. The platform first opened in the fall of 2014 under the name RESRC, a totally unpronounceable name. We discussed a name change for a long time and multiple suggestions were rejected before we realized that we already had a great name - our company name: Brainville, inspired by a Flaming Lips' song.

Our goal is to make it easier to be a freelancer or consultant. Since everything in a market is intertwined, this usually leads to improvements for consultancies, staffing companies, buyers of consulting services and consulting agencies as well.

We hope you find Brainville useful, and we promise to keep improving and evolving to fit your needs!

Sincerely
Manuel, Nils, Magnus and the
rest of the team at Brainville



The Nordics

Brainville continued to grow in the first quarter of 2022. The total number of assignments hit yet another all-time high with an increase of more than 20 % compared to the first quarter of 2021.

The number of advertisers also increased by almost 20 %.

Still going strong

The number of assignments made available on the open market followed the same pattern as in 2021, with a slight difference at the start of the year where the demand was proportionally a bit higher than the rest of the quarter.

In January the increase was more than 30 % compared to Q1 2021 and in March, less than 20 %. If this is a trend remains to be seen.

New feature

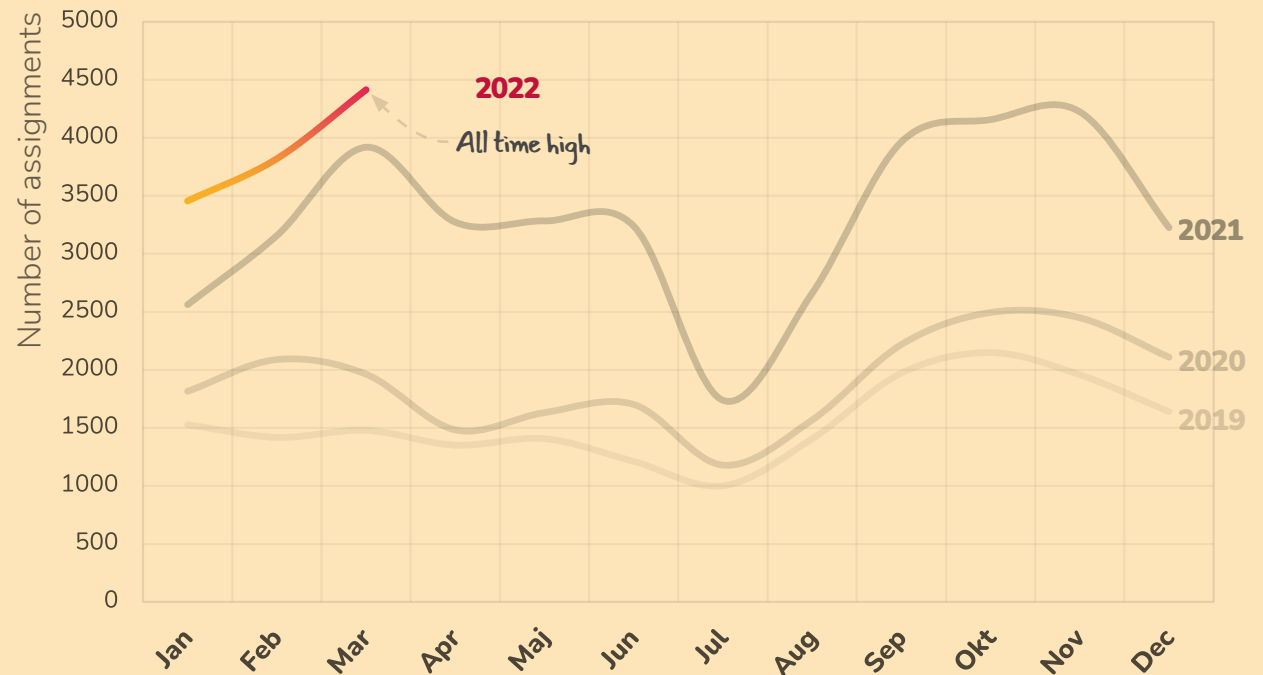


Manage all your leads
in Brainville

Brainville | **Leads**

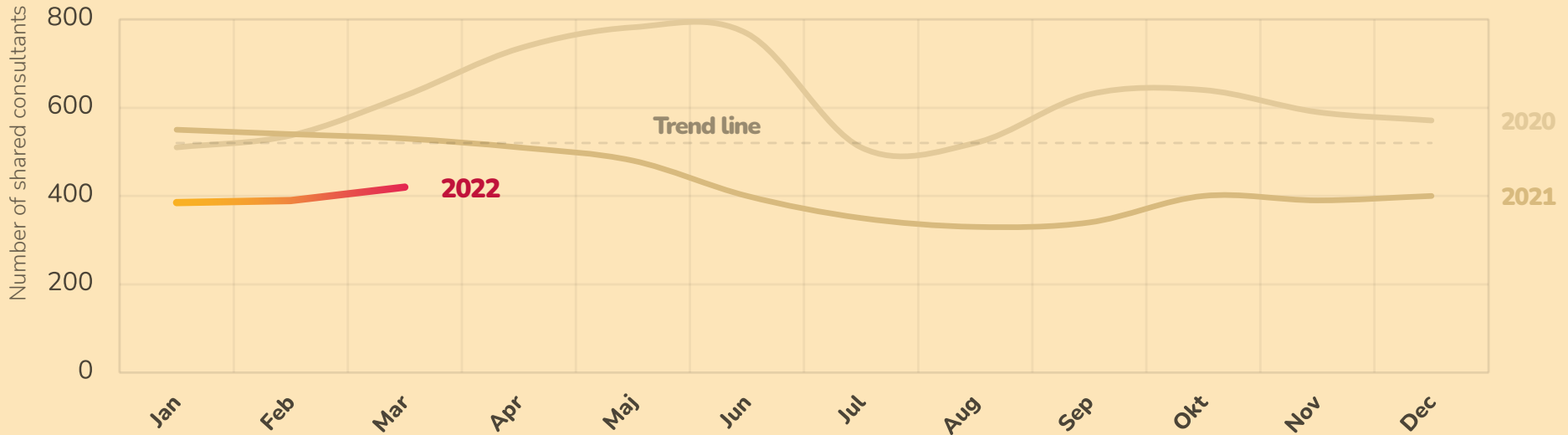
Assignments in the Nordics

The demand for experts has so far exceeded previous levels every single month of 2022.



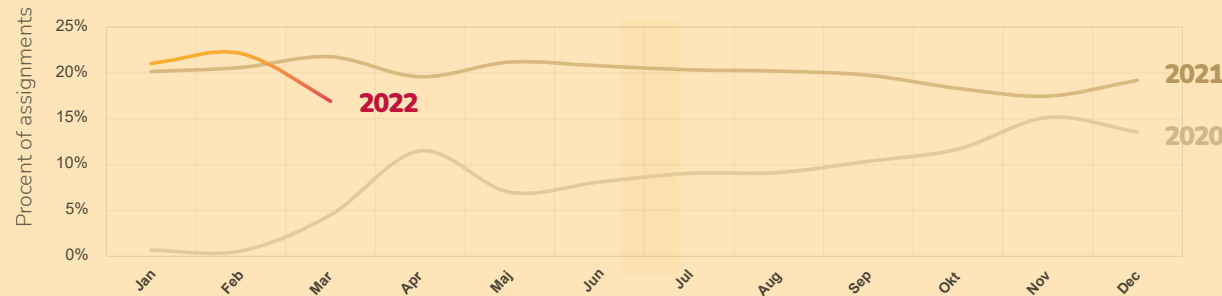
Available freelancers and consultants

The trend seems to have turned and the number of available experts is slowly increasing.



Remote work

The share of assignments allowing remote work dropped in March, but is still way above pre-pandemic levels.



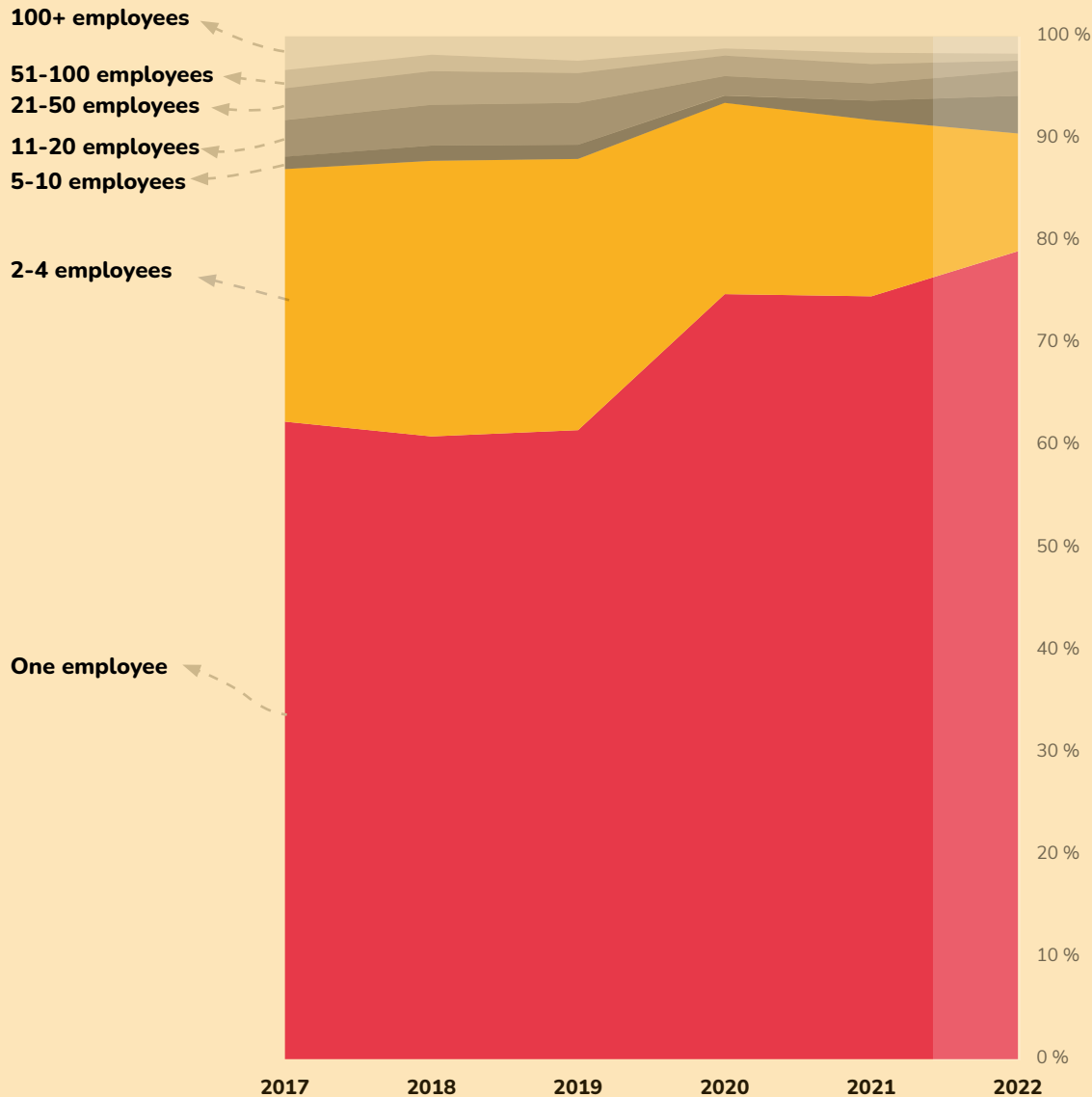
Buzzwords in Q1

Skills that weren't mentioned that often in the previous period, but has increased sharply since then.

- Graphic Design
- EJB (Jakarta Enterprise Beans)
- DevSecOps
- macOS
- Spinnaker
- Budgeting
- SYBASE
- Project Reporting
- ACTIVEMQ
- Drupal

Registered companies per year, grouped by size

The pandemic has boosted the number of freelancers in Brainville. In the first quarter of 2022 we've almost reached 80 % compared to 75 % in 2021.



Share your profile in Brainville and let 20.000 companies see it!

Login, slide the switch, done!

Login

Sweden

With almost 9 000 assignments during the first quarter, compared to 7 200 during Q1 2021, the market looks very strong in Sweden.

The trend for more assignments in the countryside during the pandemic has stagnated, since the share was comparable to the first and second half of 2021.

Assignments over time



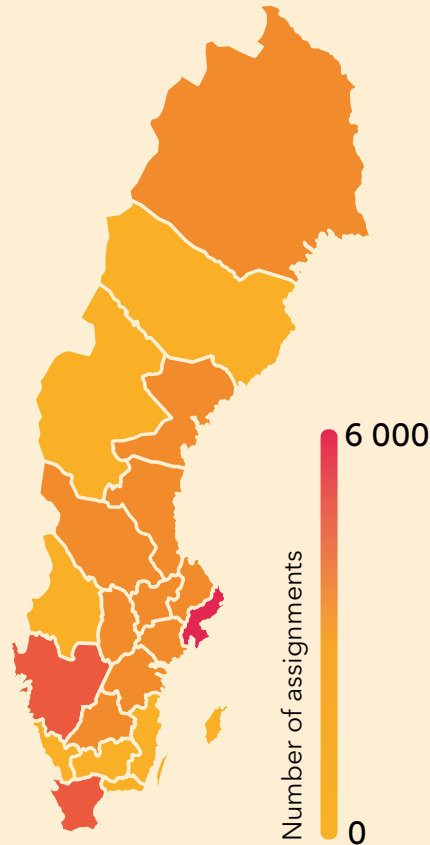
Up

1. Östergötlands län
2. Stockholms län
3. Örebro län



Down

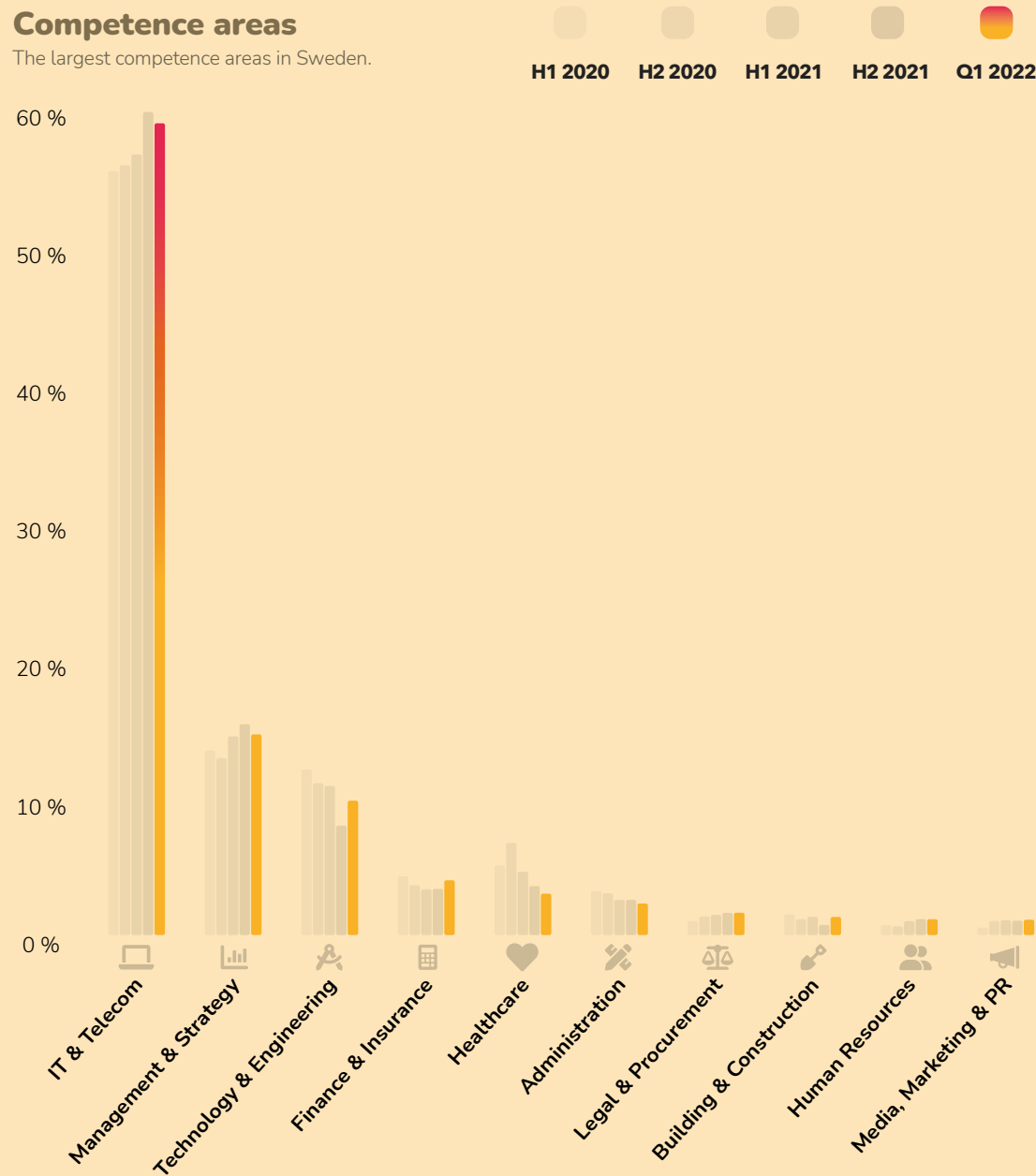
1. Uppsala län
2. Västmanlands län
3. Västernorrlands län



Län	% of assignments	Difference from H2 2021
Blekinge län	0,7%	0,2%
Dalarnas län	0,7%	0,2%
Gotlands län	0,2%	0,0%
Gävleborgs län	1,0%	0,1%
Hallands län	0,2%	0,0%
Jämtlands län	0,3%	0,0%
Jönköpings län	1,2%	-0,3%
Kalmar län	0,3%	0,2%
Kronobergs län	0,5%	0,1%
Norrbottns län	0,7%	-0,2%
Skåne län	8,4%	-0,3%
Stockholms län	58,8%	0,6%
Södermanlands län	0,6%	0,0%
Uppsala län	1,7%	-0,8%
Värmlands län	0,3%	-0,1%
Västerbottens län	1,6%	0,5%
Västernorrlands län	1,8%	-0,5%
Västmanlands län	1,4%	-0,6%
Västra Götalands län	15,4%	-0,3%
Örebro län	1,3%	0,5%
Östergötlands län	3,0%	0,7%

Competence areas

The largest competence areas in Sweden.



Competence area	% of assignments	Difference from H2 2021
IT & Telecom	58,9%	-0,8%
Management & Strategy	14,6%	-0,7%
Technology & Engineering	9,8%	1,8%
Finance & Insurance	4,0%	0,6%
Healthcare	3,0%	-0,6%
Administration	2,3%	-0,3%
Legal & Procurement	1,6%	0,0%
Building & Construction	1,3%	0,6%
Human Resources	1,2%	0,0%
Media, Marketing & PR	1,1%	0,1%
Design & Media	0,8%	0,0%
Other	0,7%	-0,5%
Transport & Logistics	0,4%	-0,1%
Sales	0,2%	0,1%
Education	0,2%	-0,1%
Retail & Warehouses	0,0%	0,0%

Up

1. Technology & Engineering
2. Finance & Insurance
3. Building & Construction



Down

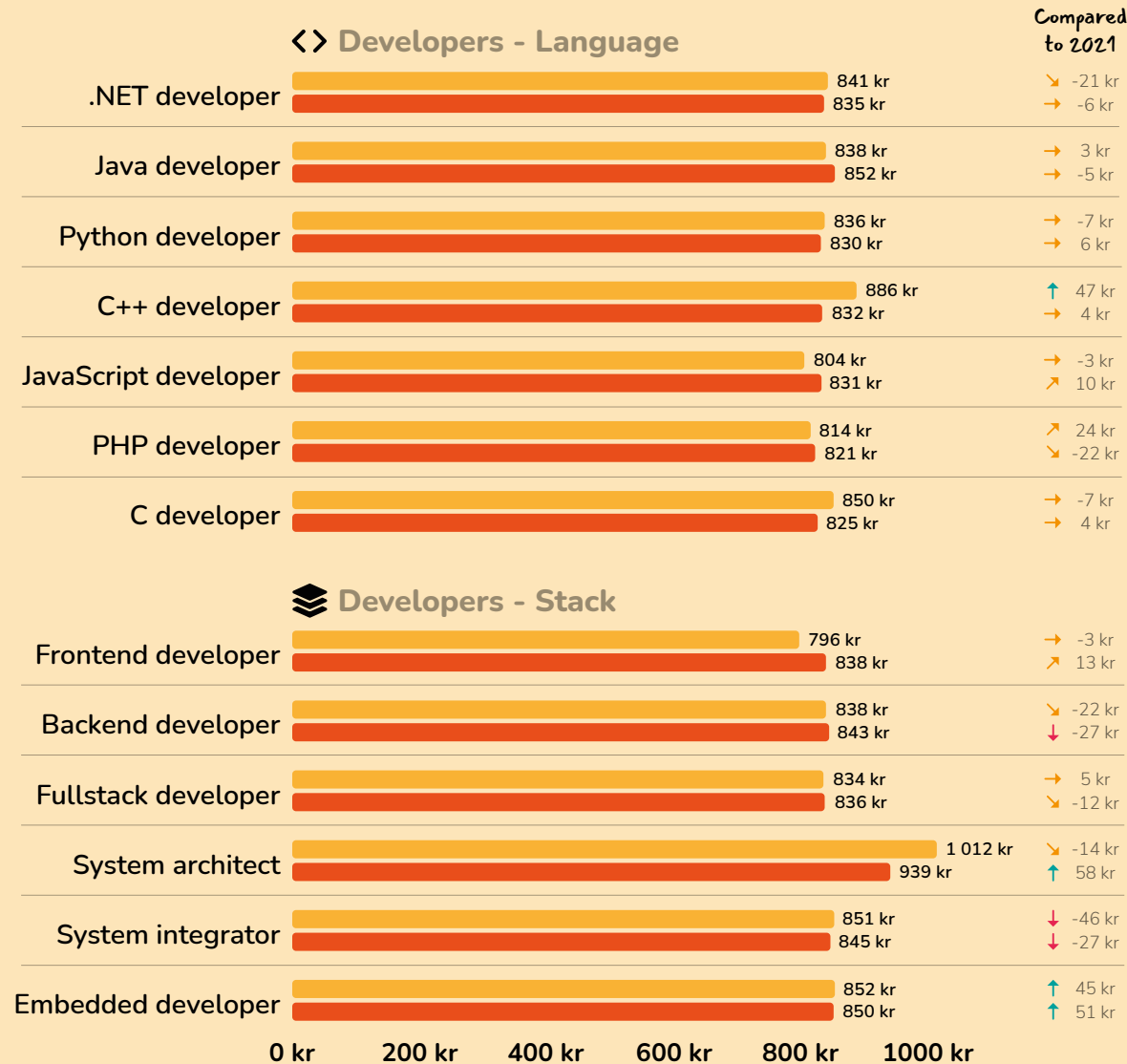
1. IT & Telecom
2. Management & Strategy
3. Healthcare



Comparison: Buyer and seller rates

We're comparing the initial offer from the buyer, as defined by the job posting, and the suggested rate from applying suppliers. Contract rate refers to the final rate. Bear in mind that the statistical volume of data for the contract rate is not adequate. It's presented for the curious and should be taken with a grain of salt.

● Seller's rate ● Buyer's rate



SELLER'S RATES

Up

1. Team leader
2. Business analyst
3. Agile coach



Down

1. Android developer
2. Data scientist
3. UX researcher



Free of charge



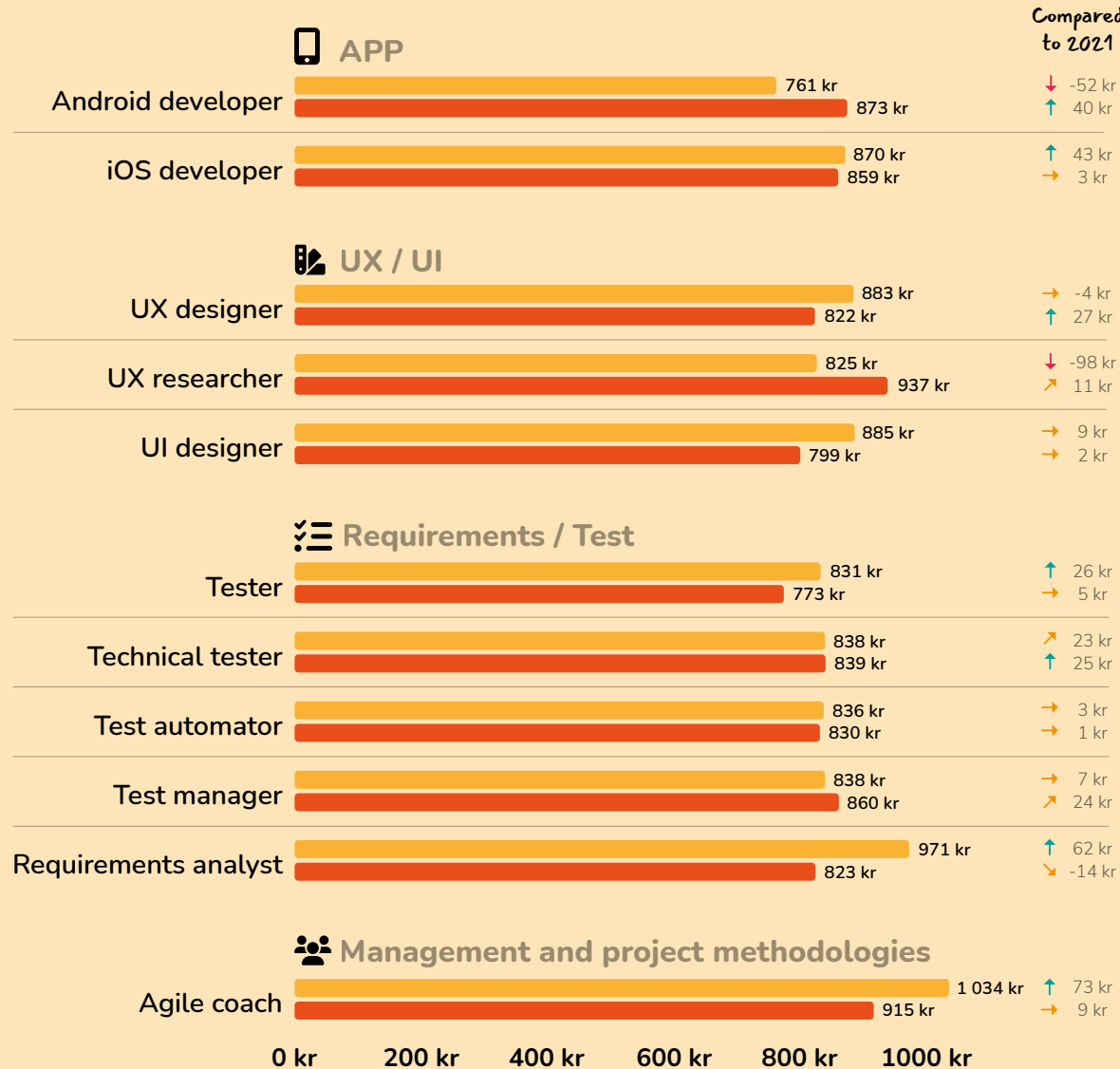
Set up your company's resumes

Read more

Brainville | Consultant profiles

Comparison: Buyer and seller rates

● Seller's rate ● Buyer's rate



BUYER'S RATES

Up

1. IT security specialist
2. DBA
3. System architect



Down

1. Database developer
2. System administrator
3. Data scientist



Free of charge



Plan assignments

Optimize your occupancy

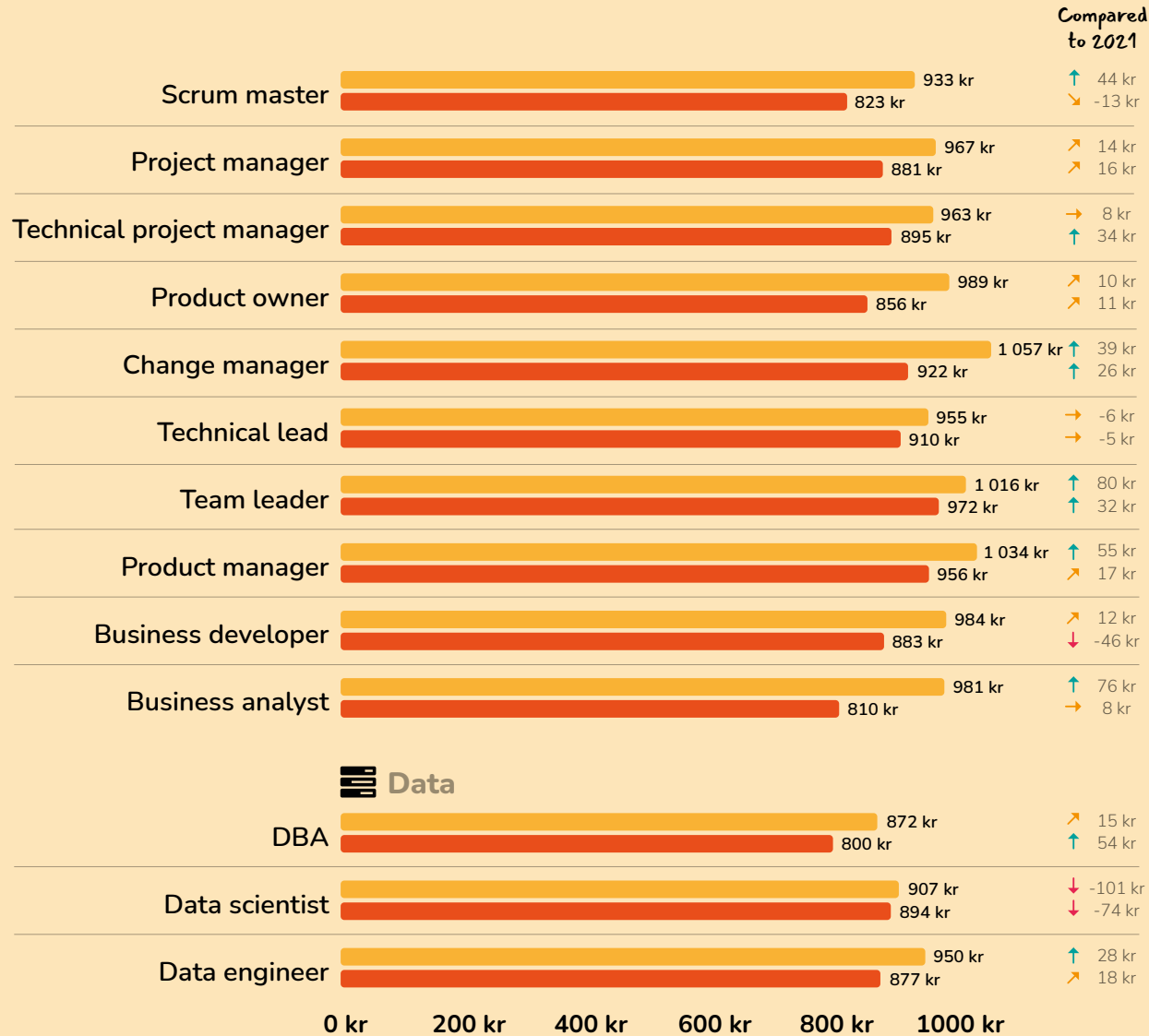
Read more

Brainville | Resource planning

More on next page

Comparison: Buyer and seller rates

● Seller's rate ● Buyer's rate

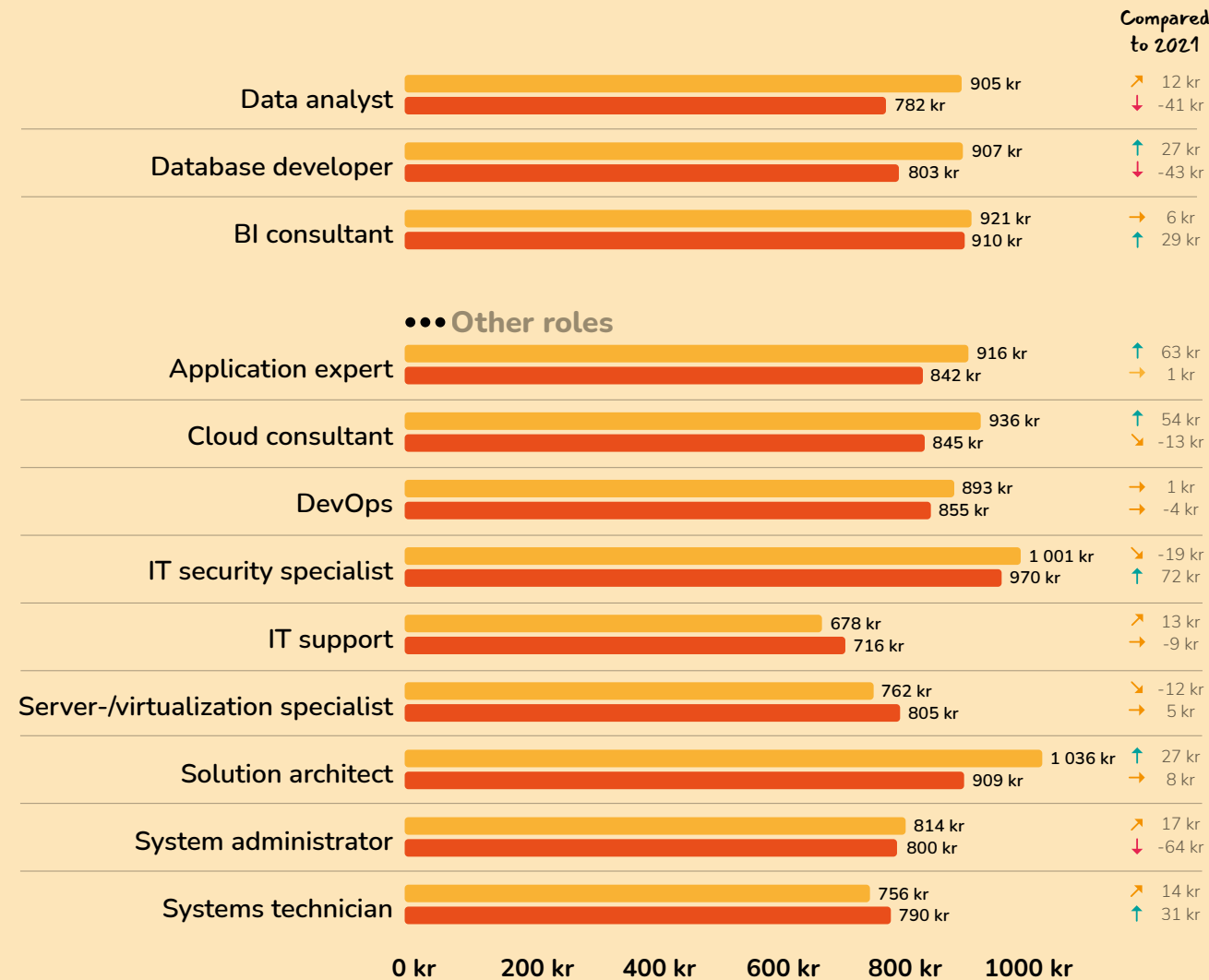


+1.5%

Sellers' rates increased in Q1 2022. Buyers' rates also increased by 0.5 %.

Comparison: Buyer and seller rates

● Seller rate ● Buyer rate



Beta

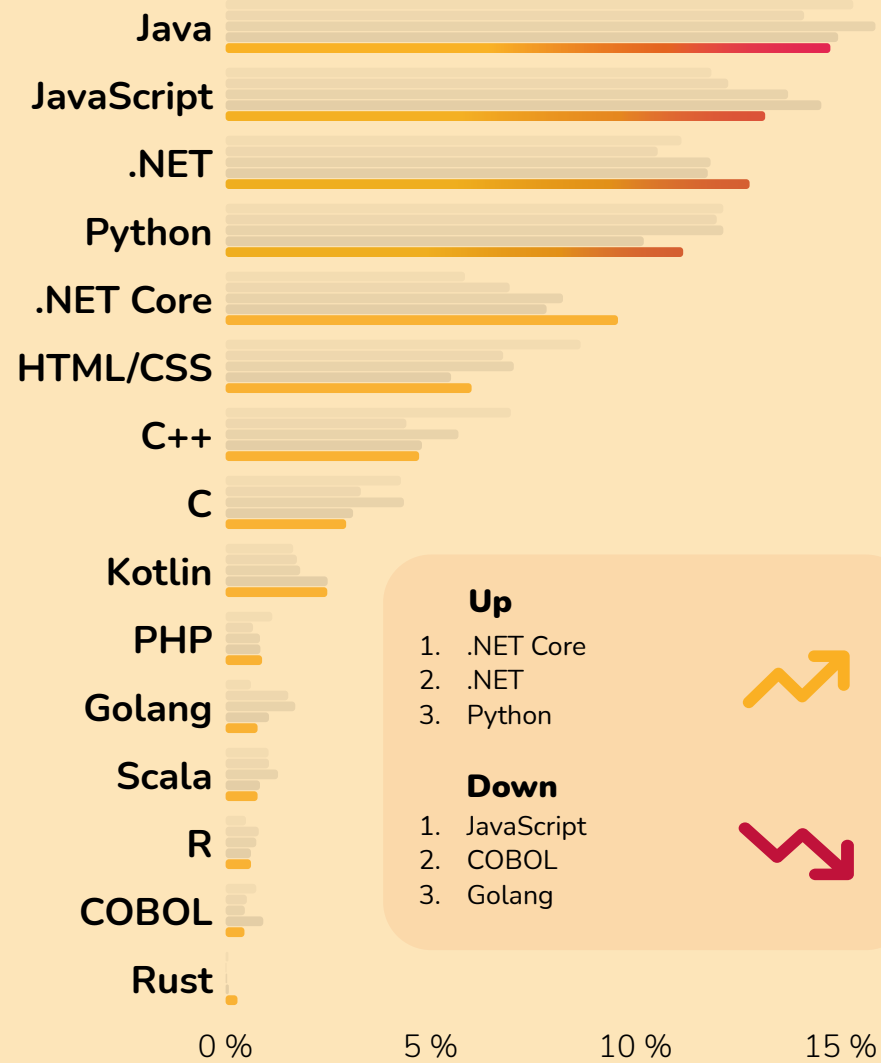
Looking for competent people to employ?

Check out job seekers

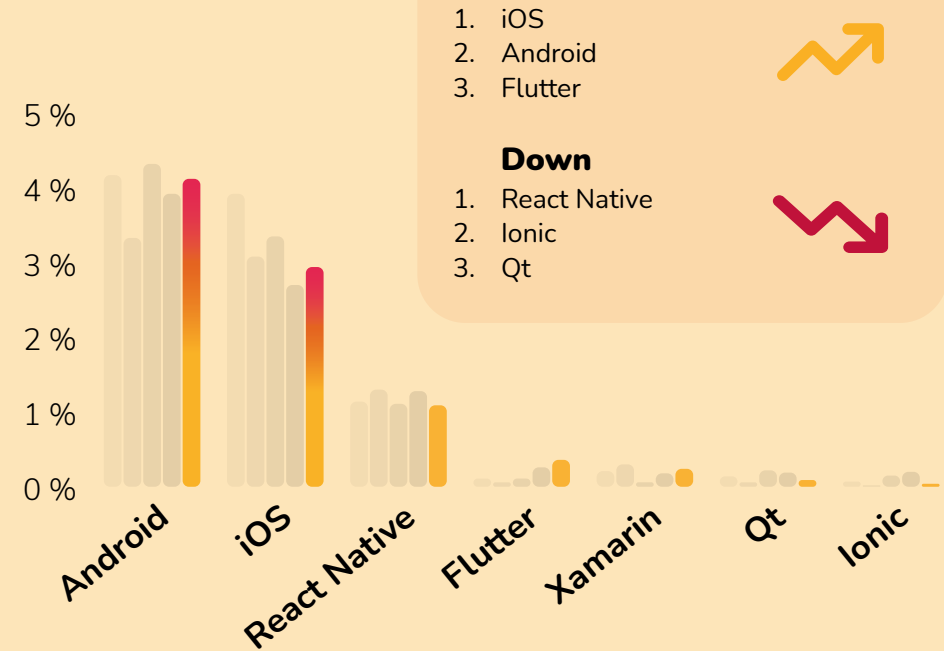
[Read more](#)

Brainville | **Recruitment**

Languages/markup/frameworks skills*

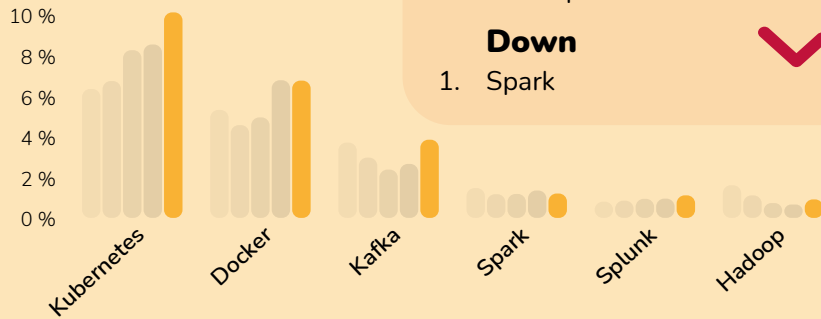


App Development*



Graphs showing how often a specific skill is mentioned. * = within IT ** = within system development assignments *** = overall

DevOps*



Up

1. Kubernetes
2. Kafka
3. Hadoop

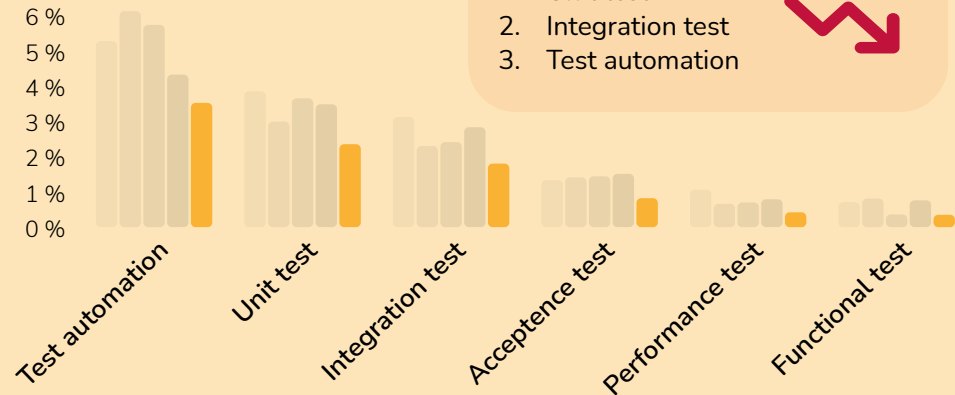


Down

1. Spark



Test*

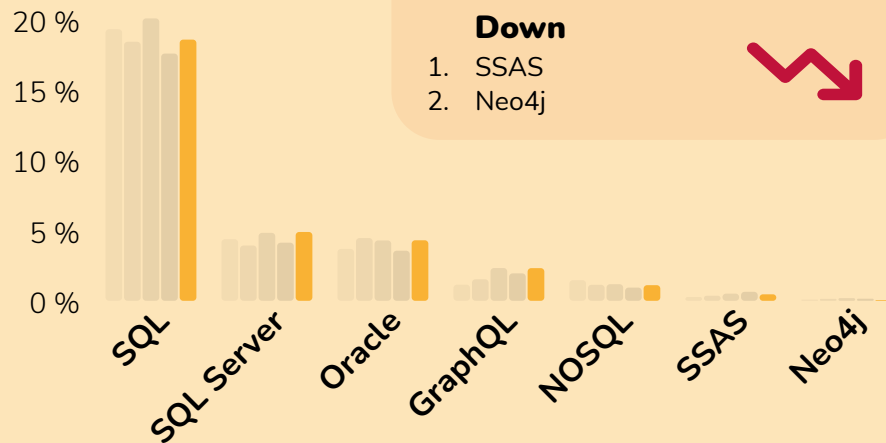


Down

1. Unit test
2. Integration test
3. Test automation



Databases*



Up

1. SQL
2. SQL Server
3. Oracle

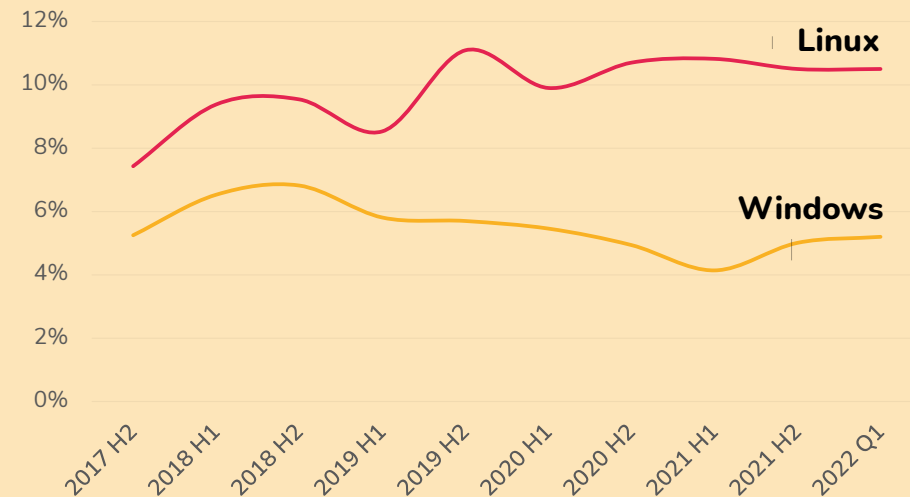


Down

1. SSAS
2. Neo4j

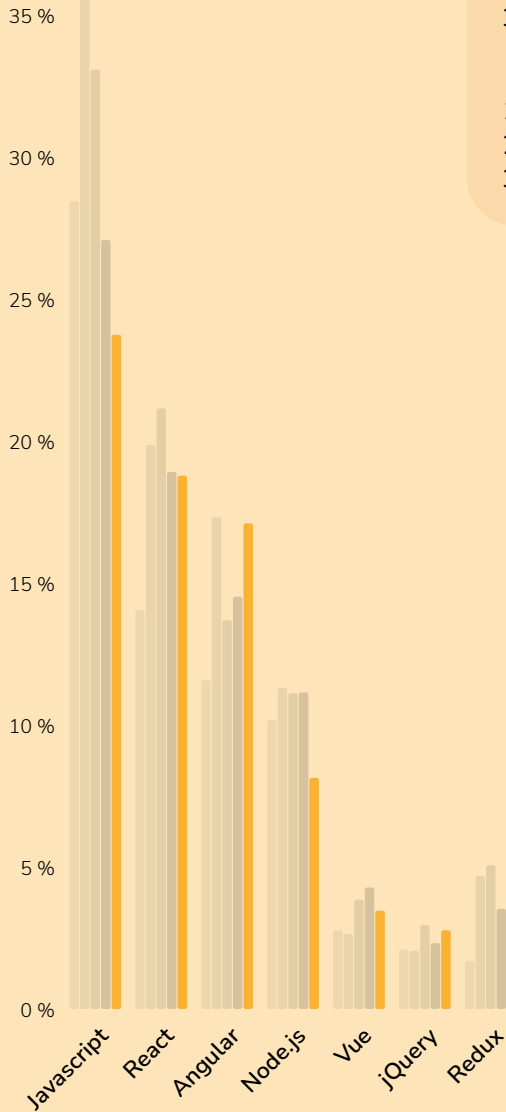


Server/OS related*



Graphs showing how often a specific skill is mentioned. * = within IT. ** = within system development assignments. *** = overall

JavaScript and frameworks**



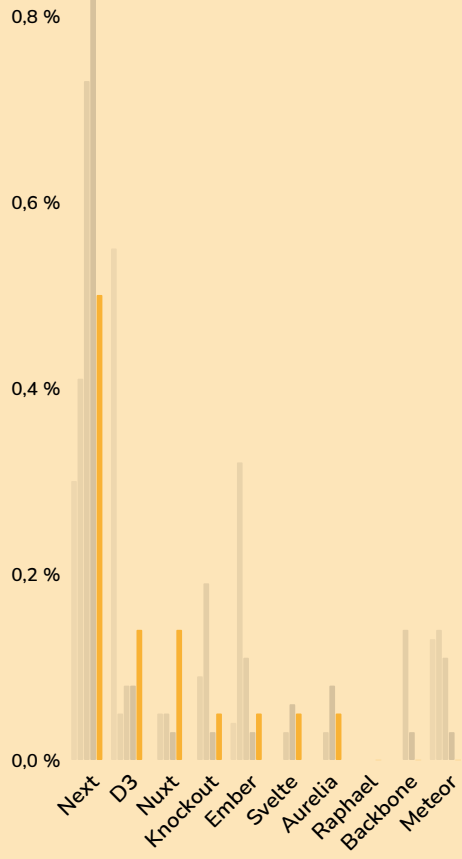
Up

1. Angular
2. jQuery
3. Nuxt



Down

1. Javascript
2. Node.js
3. Redux



Misc*



Methodologies and practices***

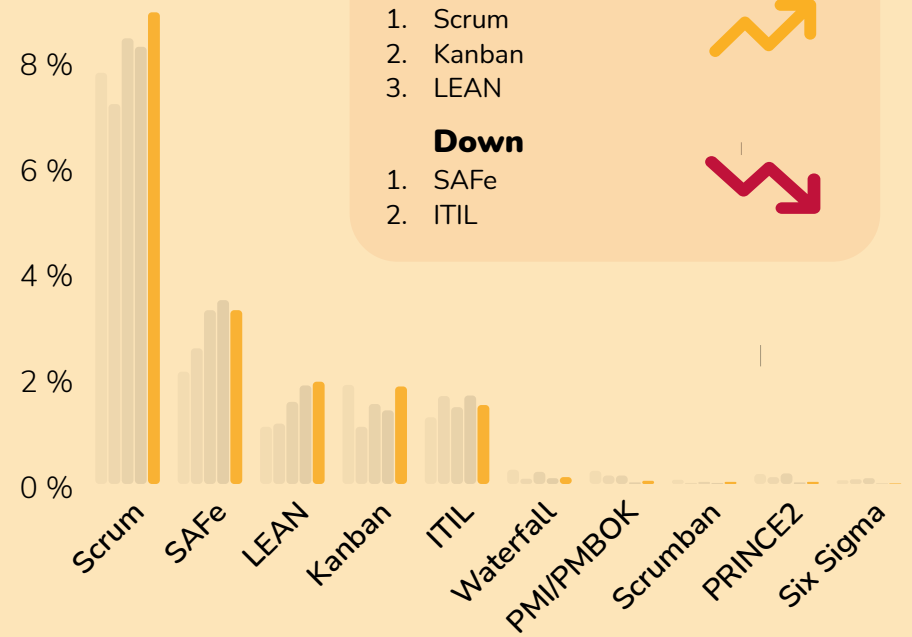
Up

1. Scrum
2. Kanban
3. LEAN



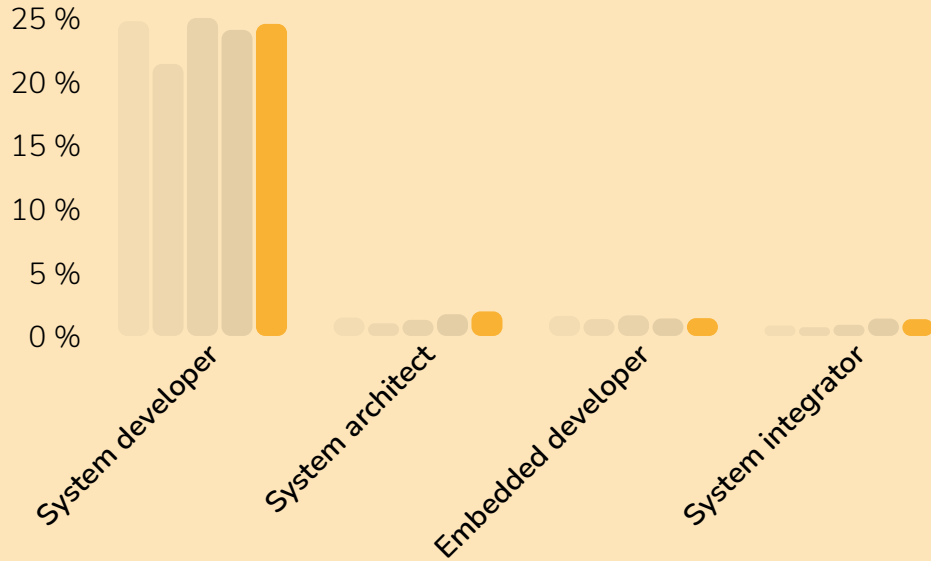
Down

1. SAFe
2. ITIL

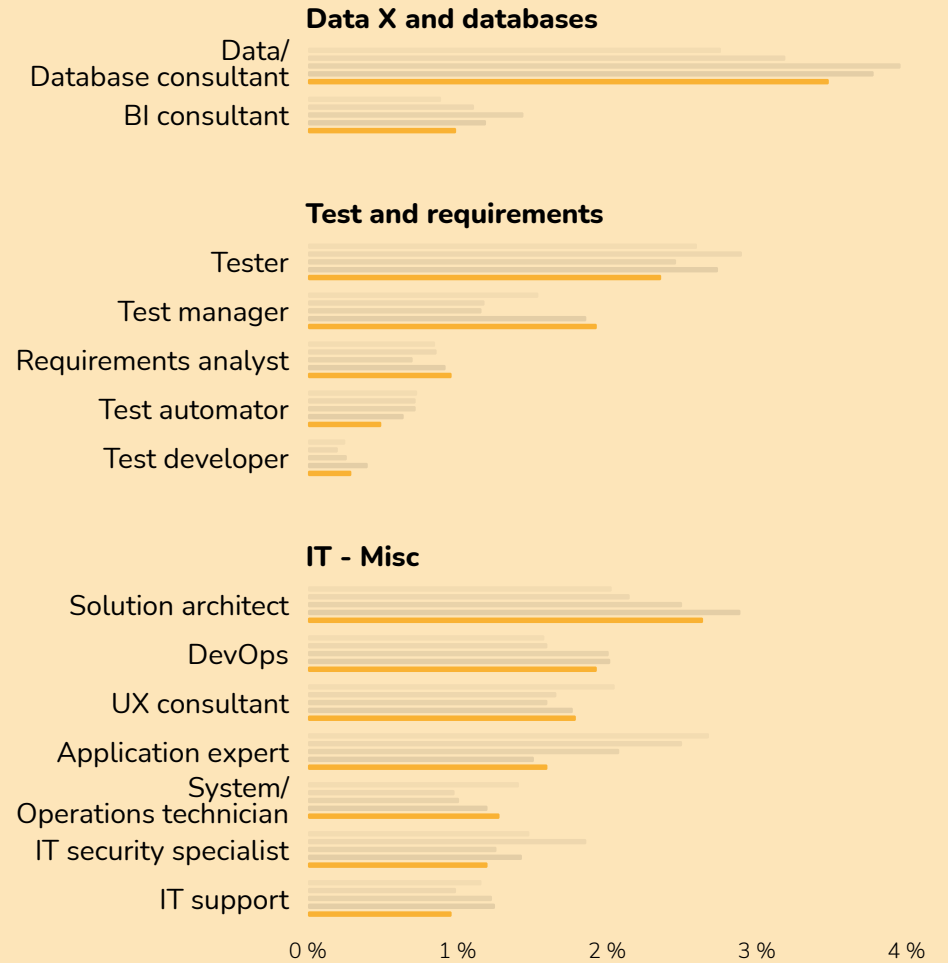


Graphs showing how often a specific skill is mentioned. * = within IT. ** = within system development assignments. *** = overall

System development roles



Other roles



Up

1. Engineer
2. System developer
3. Controller
4. Accountant
5. Economist

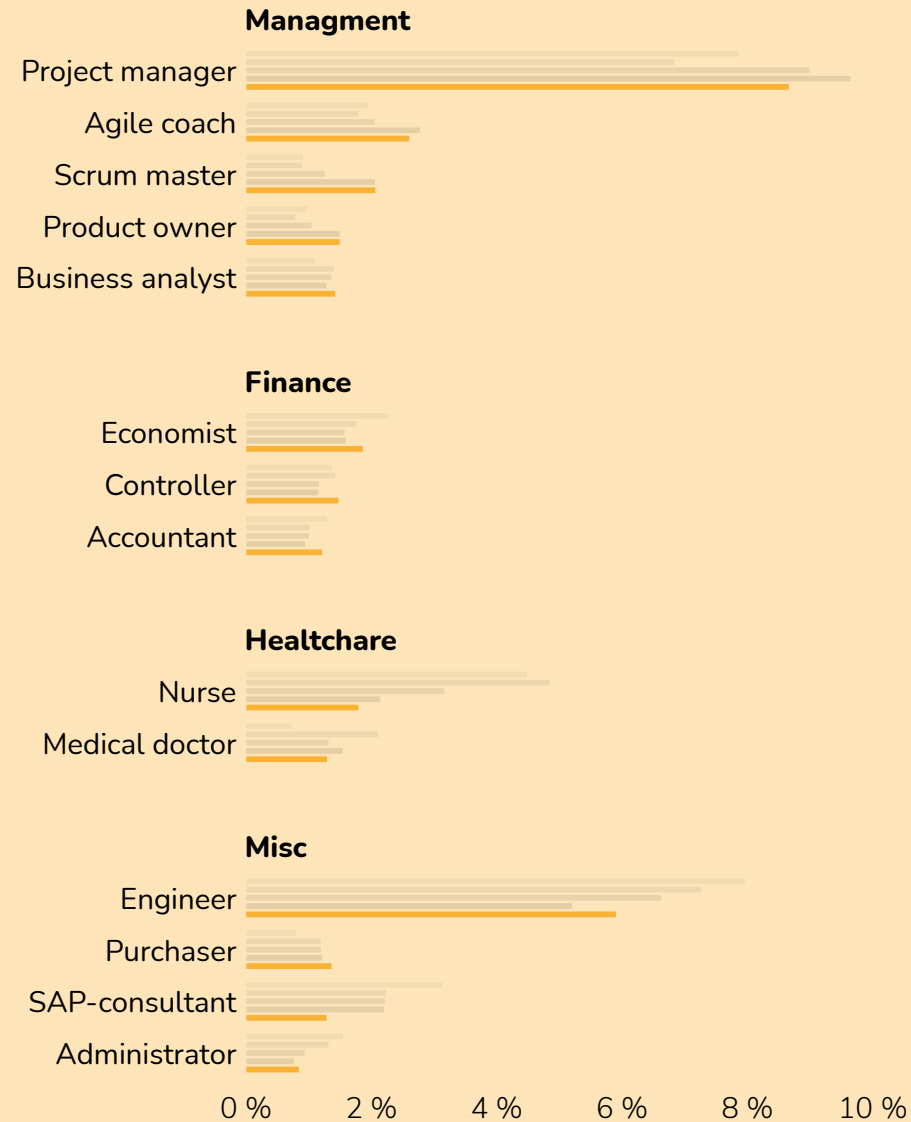


Down

1. Project manager
2. SAP-consultant
3. Tester
4. Nurse
5. Data/Database consultant



Other roles



Free of charge

Post assignments
Reach 20.000 companies

[Read more](#)

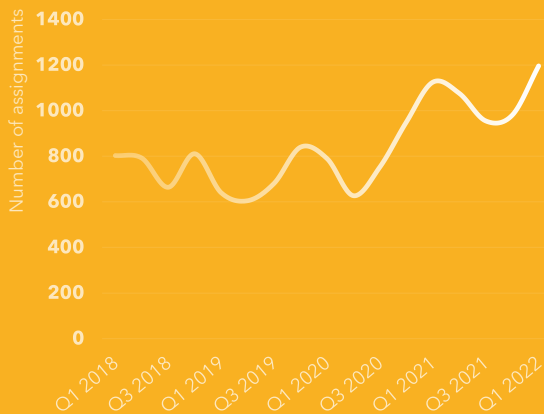
Brainville | **Buyer board**

Denmark

The number of assignments in Denmark increased with more than 6 % during the first quarter of 2022 compared to Q1 2021. The capitol region - the greater Copenhagen region - grew even more dominant being the only danish region with growth this quarter.

Among the three largest competence areas, Technology and Engineering as the only one that increased its market share compared to H2 2021. IT and Management & Strategy decreased slightly. Quite a few smaller competence areas grew distinctly, for instance Human Resources, Legal & Procurement and Administration.

Assignments over time



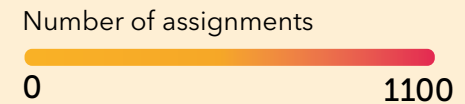
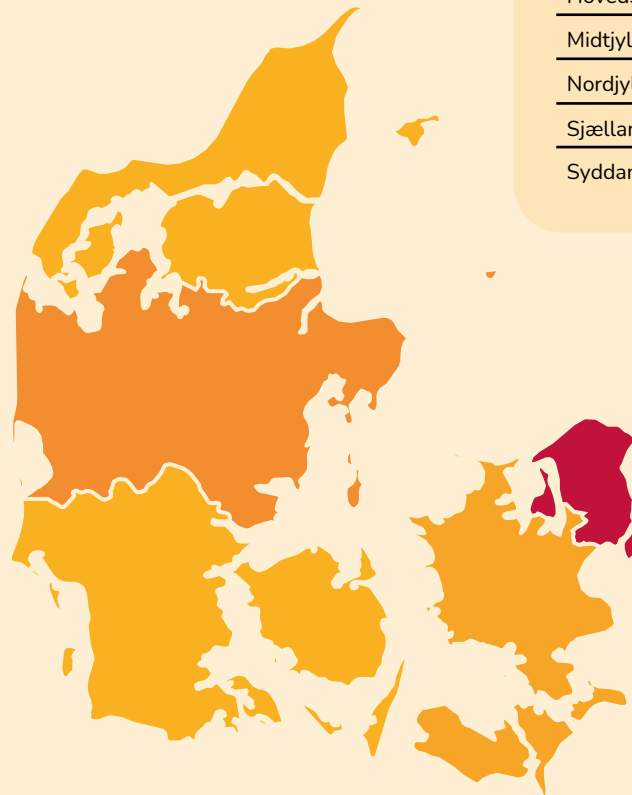
Up

1. Hovedstaden



Down

1. Midtjylland
2. Sjælland
3. Syddanmark

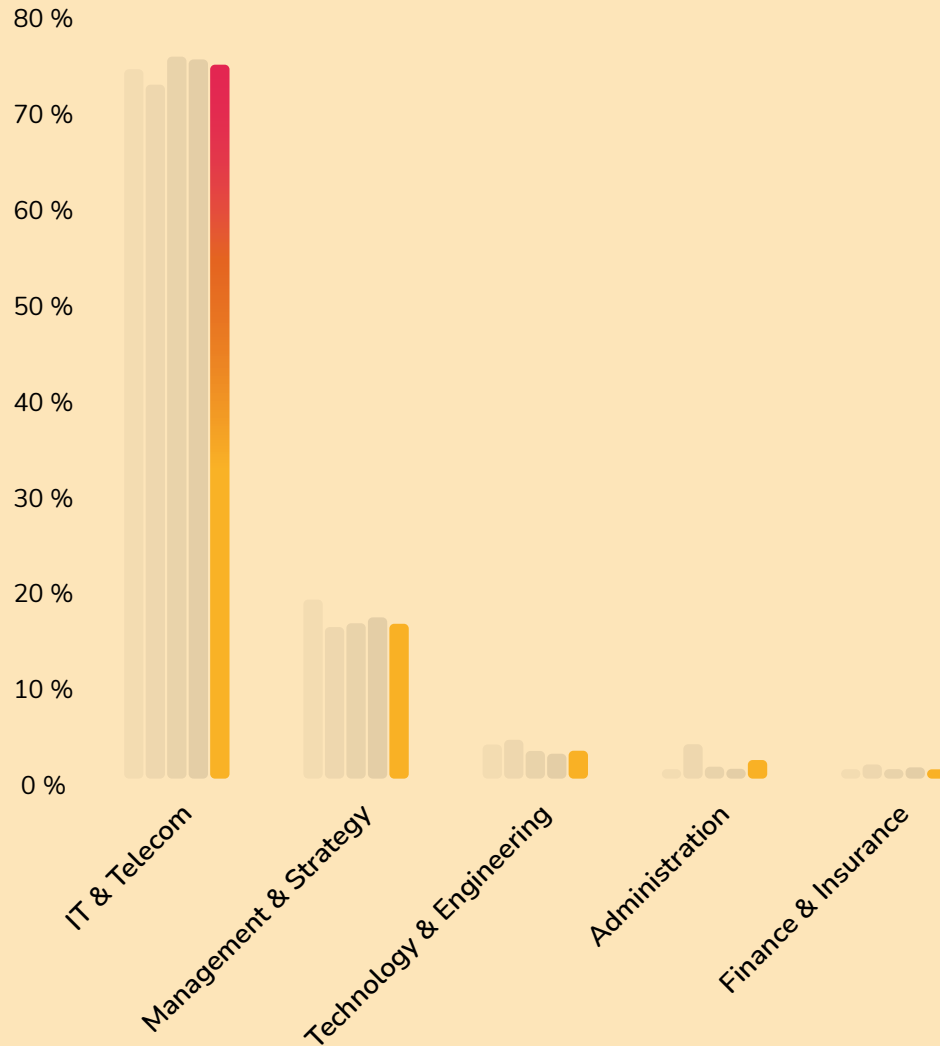


Region	% of assignments	Difference from H2 2021
Grønland	0,0%	0,0%
Hovedstaden	86,7%	7,7%
Midtjylland	8,5%	-5,0%
Nordjylland	1,4%	-0,1%
Sjælland	0,8%	-1,8%
Syddanmark	2,6%	-0,9%

Competence areas

The largest competence areas in Denmark.

H1 2020 H2 2020 H1 2021 H2 2021 Q1 2022



Competence area	% of assignments	Difference from H2 2021
IT & Telecom	74,4%	-0,6%
Management & Strategy	16,1%	-0,7%
Technology & Engineering	2,9%	0,3%
Administration	1,9%	0,9%
Finance & Insurance	1,0%	-0,2%
Legal & Procurement	0,8%	0,3%
Human Relations	0,7%	0,4%
Other	0,7%	0,1%
Media, Marketing & PR	0,7%	0,2%
Design & Media	0,3%	-0,3%
Education	0,3%	0,1%
Transport & Logistics	0,1%	-0,5%
Sales	0,1%	0,0%

Up

1. Administration
2. Human Relations
3. Legal & Procurement



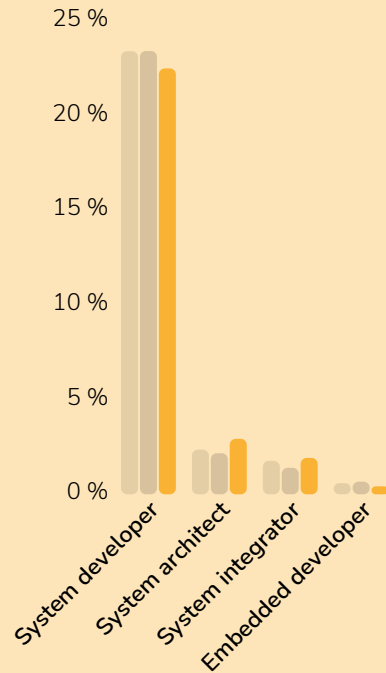
Down

1. Management & Strategy
2. IT & Telecom
3. Transport & Logistics





System development roles



Up

1. Scrum master
2. SAP-consultant
3. System architect

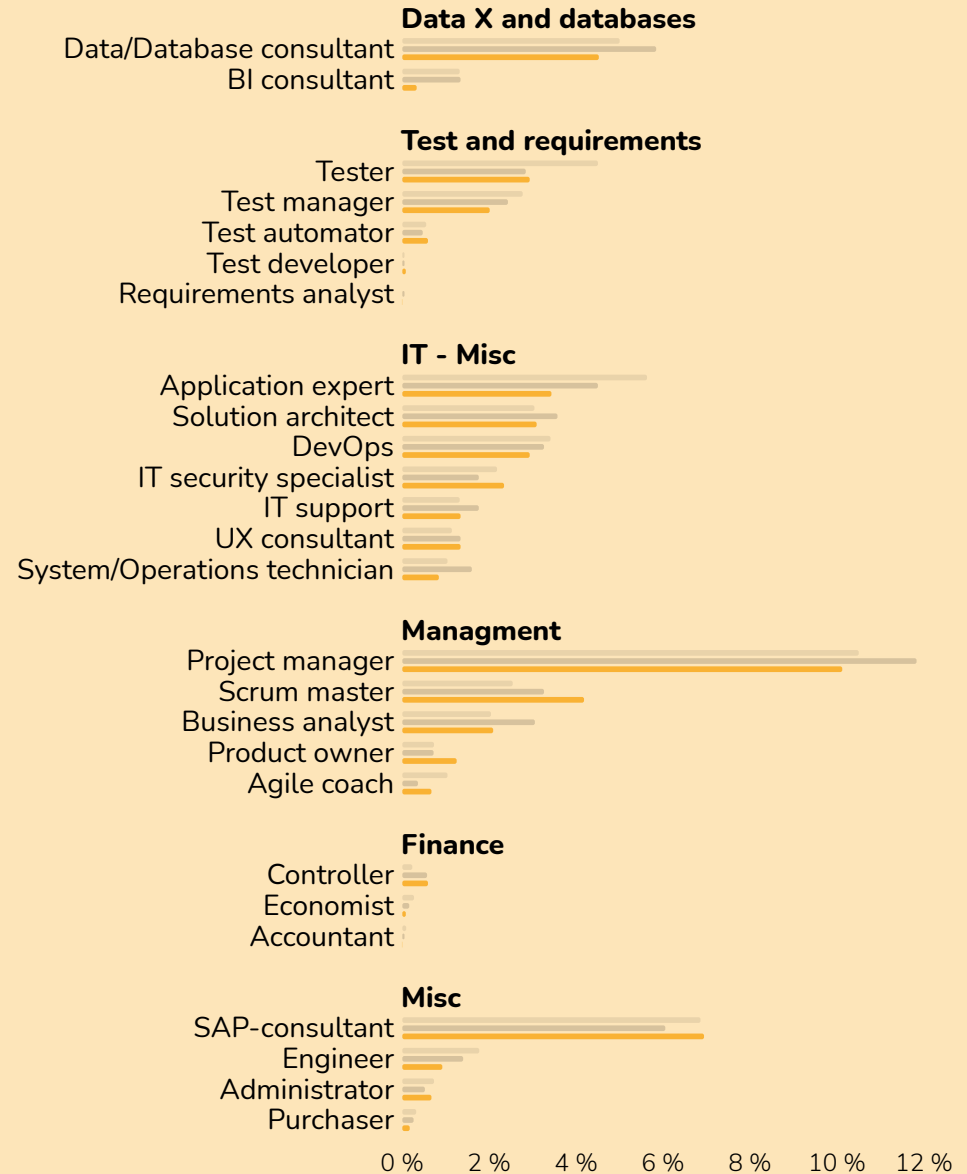


Down

1. Project manager
2. Data/Database consultant
3. Application expert



Other roles

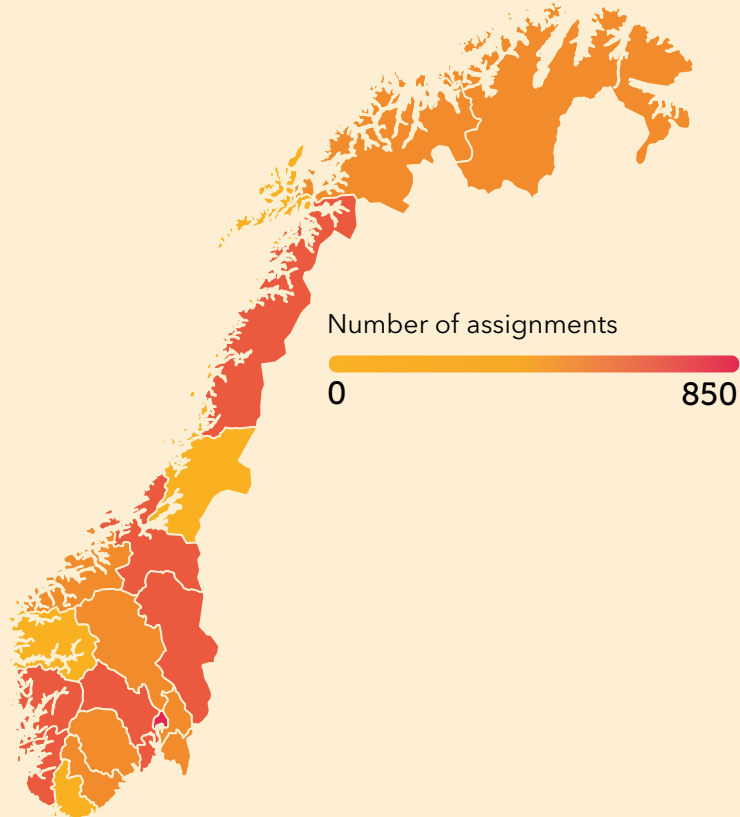


Norway

Norway started out the year strong, but the demand for freelancers and consultants has decreased a bit. In March 2022 we saw the same number of assignments as in March 2021. The overall increase during the first quarter 2022 was approximately 7 %.

The capitol region of Oslo got an even stronger hold on the Norwegian market and increased from 68 % to 73 % of the market. Rogaland also increased, but from more modest levels compared to Oslo.

Assignments over time



Region	% of assignments	Difference from H2 2021
Akershus	0,2%	-0,1%
Aust-Agder	0,7%	0,3%
Buskerud	2,5%	-0,1%
Finnmark	0,1%	-0,3%
Hedmark	1,4%	-0,3%
Hordaland	3,6%	-1,9%
Møre og Romsdal	0,2%	-0,1%
Nordland	1,4%	0,0%
Nord-Trøndelag	0,0%	0,0%
Oppland	0,2%	-0,1%
Oslo	73,5%	5,4%
Rogaland	6,8%	1,1%
Sogn og Fjordane	0,0%	-0,1%
Sør-Trøndelag	6,9%	-1,9%
Telemark	0,5%	0,2%
Troms	0,2%	-2,0%
Vest-Agder	0,6%	0,2%
Vestfold	1,2%	-0,3%
Østfold	0,1%	0,0%

Up

1. Oslo
2. Rogaland
3. Aust-Agder



Down

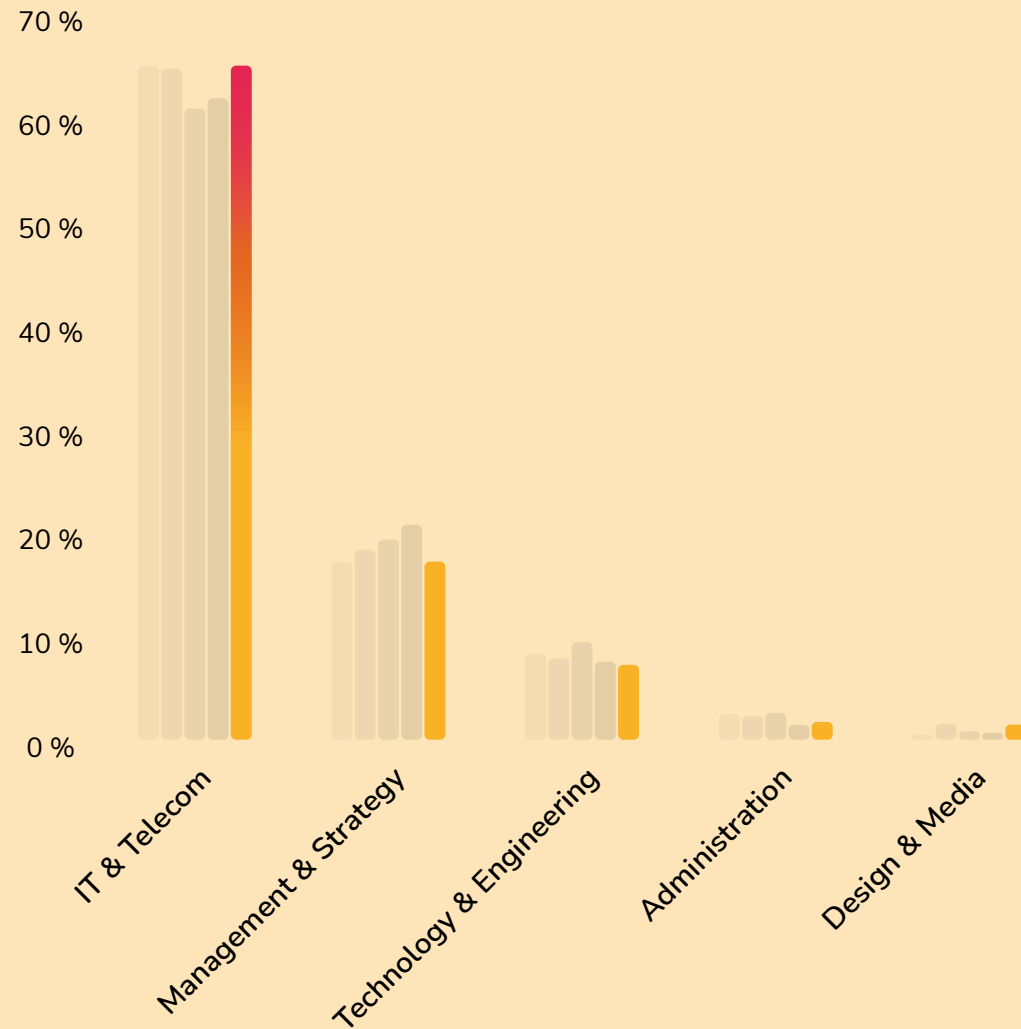
1. Troms
2. Hordaland
3. Sør-Trøndelag



Competence areas

The largest competence areas in Norway.

H1 2020
 H2 2020
 H1 2021
 H2 2021
 Q1 2022



Competence area	% of assignments	Difference from H2 2021
IT & Telecom	65,0%	3,2%
Management & Strategy	17,2%	-3,6%
Technology & Engineering	7,2%	-0,3%
Administration	1,7%	0,3%
Design & Media	1,5%	0,8%
Finance & Insurance	1,3%	-0,8%
Legal & Procurement	1,3%	0,6%
Healthcare	1,2%	0,2%
Other	1,2%	0,0%
Human Relations	0,8%	-0,3%
Media, Marketing & PR	0,6%	0,3%
Building & Construction	0,5%	-0,2%
Sales	0,3%	0,2%
Transport & Logistics	0,2%	-0,1%
Education	0,0%	-0,2%

Up

1. IT & Telecom
2. Design & Media
3. Legal & Procurement

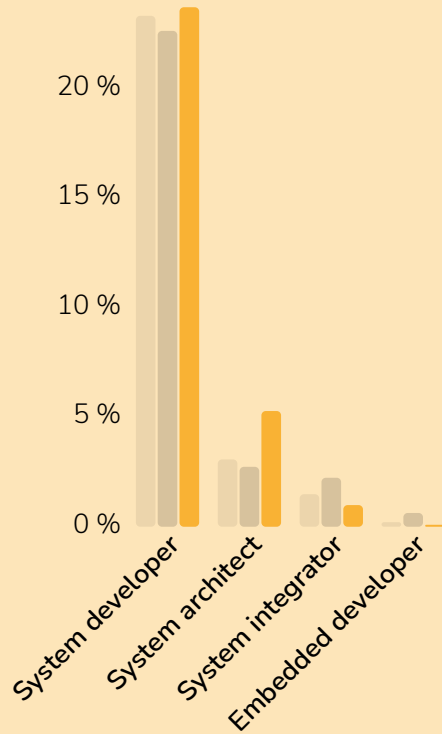


Down

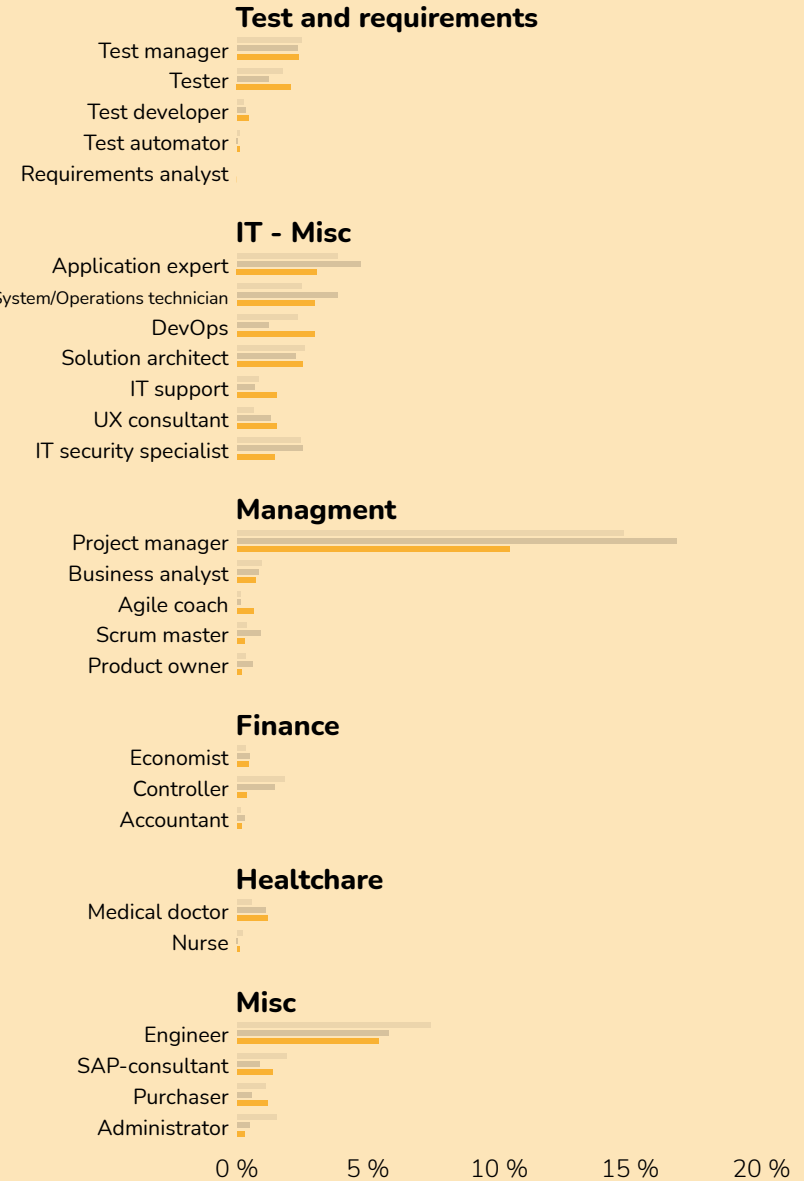
1. Management & Strategy
2. Finance & Insurance
3. Technology & Engineering



System development roles



Other roles



Up

1. System architect
2. DevOps
3. BI consultant



Down

1. Project manager
2. Application expert
3. System integrator



independent adjective

free from the influence or control of others, separate, unconstrained, uncontrolled

Since the inception of Brainville we've focused on being an *independent* marketplace. By that, we mean that there's no other company controlling our choices of how to develop and run the platform and we're completely independent from the *marketplace*. We're not a consultancy, not a broker and not a buyer of consulting services. And most important of all – we never take part of the deals our users make.

One could argue that the word marketplace is enough. To be a marketplace all companies in the market must be open to exposing some business data to you. And if that's not the case, it's more like a *store*.

Our independence enables us to gather all freelancers, consultants, consultancies, brokers, and buyers of consulting services on one single platform.



How do I contribute to Konsultrapporten?

We frequently get this question and there are a number of simple ways you can help us out. For instance:

1. Post assignments (manually or via API) - and please do add a rate
2. Apply to assignments
3. Complete your and your colleagues' profiles
4. Contribute with content - submit an article
5. Share your statistics with us
6. Spread the word!

Do you want to know when we release Konsultrapporten H1 2022?

Or



Check out our previous issues

#1 Konsultrapporten
First half 2017



#2 Konsultrapporten
First half 2018



#3 Konsultrapporten
Second half 2018



#4 Konsultrapporten
First half 2019



#5 Konsultrapporten
Second half 2019



#6 Konsultrapporten
First half 2020



#7 Konsultrapporten
Second half 2020



#7.5 Konsultrapporten
First quarter 2021



#8 Konsultrapporten
First half 2021



#8.5 Konsultrapporten
Third quarter 2021



#9 Konsultrapporten
Second half 2021

