

LIFE AS A CONTRACTOR

2019 vs 2020

Over 30% of our contractor clients shared their views on the market and what their plans are for the future

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WE SHARE THE RESULTS OF OUR LATEST CLIENT SURVEY

Over 30% of our contractor clients – on par with last year’s survey results - shared their views on the state of the contractor market and what their next steps are for the future. Our new IR35 section provides a strong insight on the postponed changes to the private sector roll out.

IR35 was a key focus in this year’s survey. Results were collated prior to the Covid-19 outbreak and several weeks prior to the 2020 private sector roll out being postponed to April 2021.

This insight gives a strong snapshot on the future of IR35 and the stance of the limited company community.



What is your gender?

24% Female

76% Male

20% Gender swing

Do you work in the public or private sector?

70% Work in the private sector

30% Work in the public sector

6% Increase in public sector contractors

What was the reason you entered the contracting market?

67% Actively chose to go contracting

16% Redundancy

17% Other: Choice, Experience, Variety

Redundancy up 4% from 2019

What is the daily rate of your current contract?

38% £100 - £499

8% increase from 2019

51% £500 - £799

4% drop

9% £800 - £1,499

On par with previous survey

2% £1,500 - £2,000 and above



Top 5 benefits of going contracting (multiple choice)



85%

Greater
Flexibility

Previously 75%



68%

Better Work
Life Balance



72%

Take Home
Pay

Previously 74%



67%

No Office
Politics



32%

Greater
Skill Set
Opportunities

Previously 28%

*“Treated
with more
respect by
the end
client”*

What is your role in your current contract?

19% Business Consultant

11% Project Manager

11% Software Developer

9% **New Entry:** Systems Engineer

7% Management Consultant

43% Product Manager / Systems Engineer /
Service Management / Safety
Management / Architecture

**Over 25% increase in
Business Consultant roles**

LIFE AS A CONTRACTOR - 2019 vs 2020

What sector do you work in?

53% IT sector - **No change from previous survey**

14% Security Cleared **Doubled from 7%**

10% Finance - **Half of clients no longer working in finance sector**

6% Engineering/Oil & Gas **1% drop**

2% Medical/Wellbeing

15% Other: Coaching, web design, telecomms, health and safety, aerospace, interior design, HR and legal.



How long is your current contract for?

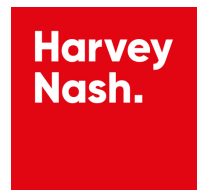
- 22% 1-3 months **Up from 9%**
- 22% 3-6 months
- 33% 6 months - 1 year **Down from 48%**
- 8% 1-3 years
- 15% Ongoing/Multiple Contracts/
In between contracts



How did you secure your latest contract?

- 33% Recruiter **10% increase**
- 32% Existing contact **Up 2% from 2019**
- 2% Recruiter via job site **Drop from 10%**
- 7% LinkedIn
- 6% Previous company
- 12% Referred by friend/colleague
- 8% Other: Referred by supplier / Word of mouth / Professional service company

Most popular recruitment agencies



NEW: IR35 Questions

The below questions were answered several weeks prior to the IR35 private sector roll out was postponed to April 2021.

Has the end client/recruitment agency engaged with you about IR35?

- 74% Clients said 'Yes' they had been contacted
- 17% Clients have said 'No' contact has been made
- 8% 'Other' have been told inside but not consulted.
- 1% Unaware of IR35

Will your current contract be impacted by IR35?

- 56% Yes
- 24% No
- 20% Unsure

Download our IR35 jargon buster

We address the Elephant in the room. We discuss all things IR35, the IR35 private sector changes how you can confidently understand the IR35 business clauses.

[CLICK HERE >](#)



Are you likely to continue contracting throughout the next year?

- 39% Yes, using my Limited company
- 6% Yes, using my Limited company inside IR35
- 15% Yes, using an Umbrella company
- 5% Yes, using Agency PAYE
- 5% No, I am moving to permanent employment
- 30% Other 'Not decided'

3/4 of clients will continue to use their Limited company or have 'not decided' on their next steps.

What would you like to know more about? - Most popular topic

Ongoing updates around IR35. To ensure I can continue to work as a contractor outside of IR35. Being well informed about the changing situation and HMRC's ability to enforce it.

EasySwitch

Switch between your Limited company and an Umbrella Company

Two services, one cost, no compromise

FIND OUT MORE HERE >

CEO's conclusion on our latest results

With this survey completed several weeks prior to the initial IR35 private sector roll out, I feel these results show a true reflection on contractors' thoughts and feelings towards the market.

With so many clients still actively choosing to contract in order to accommodate their lifestyle, it comes as no surprise that greater flexibility is still the number one reason for leaving the world of office politics.

More importantly, rates appear to be on par with last year's results, which we hope will continue.

Based on feedback, we made IR35 our prominent topic for 2020. Over three quarters of our clients are still deciding on their options or still choosing to use their limited company.

We feel the delay gives ample opportunity for the end clients/recruiters to have a greater understanding on IR35 and avoid losing their key talent. Now with the impact of Covid-19 this is more important than ever.

We hope actively offering advice to contractors and end clients will elevate overall confidence and in turn lead to the right decision for all involved.

Christian Hickmott
CEO of Integro
Accounting

