

Quarterly Research Summary

Welcome

We kicked off the quarter with the **2017 Predictions Compendium**, which elaborates on TechMarketView's theme for 2017, **Unlocking the Intelligence**, and consolidates our predictions for the UK software and IT services market in 2017 and beyond.

Then we ended the quarter with our much anticipated **LBB100 report**. The report followed our hugely successful LBB100 event at the Oxo Tower in London (see **Celebrating the 'LBB100'**) and celebrates the fact that more than 100 innovative UK tech SMEs have now taken part in the TechMarketView Little British Battler (LBB) Programme.

In between these two key reports our research directors have been busy keeping you up to date with the latest developments in the UK SITS market. Highlights include **Financial Services SITS Supplier Landscape 2016-17** brought to you by research director, Peter Roe. Peter also keeps us up-to-date on the latest developments in **Finovate 2017** and **Open Banking and PSD2**. The PublicSectorViews team of Georgina O'Toole, Tola Sargeant and new principal analyst, Dale Peters, brings us analysis of the **Spring Budget 2017** and the latest **PublicSectorViews Opportunities Bulletin**. Georgina O'Toole gives her views on the **Government Transformation Strategy** from the Reform Annual Conference 2017.

In other streams, John O'Brien talks about likely opportunities related to **The Role of BPS in Transforming the London Insurance Market** and gives his opinion on implications from the **Government Digital Strategy**. InfrastructureViews research director, Kate Hanaghan, brings us company insights on **Thyssenkrupp, Cloudreach** and **Nextbase**. Martin Courtney, research director for SecureConnectViews, analyses a wholesale fibre provider in his snapshot on **CityFibre**.

ESASViews research director, Angela Eager, provides an end-user perspective on machine learning in **Machine learning in service desk change** and examines ActiveOps as **Enabler for digital transformation execution**.

The Foundation Service brings us the usual round up of IndustryViews **Venture Capital, OffshoreViews, Corporate Activity** and **Quoted Sector**.

All of these reports are just a fraction of the research and analysis available on a daily basis and in our archive. Make sure you visit the website to see what else we have been writing about.

For more information on any of the reports highlighted below just click the title.

KEY:  Foundation Service  PublicSectorViews  FinancialServicesViews  BusinessProcessViews
 ESASViews  InfrastructureViews  SecureConnectViews  Available in all streams

The Little British Battler 100 (The LBB100)

John O'Brien, Angela Eager and Rebecca Johnson

Report

30/03/2017

The LBB100 report celebrates the fact that more than 100 innovative UK tech SMEs have now taken part in the TechMarketView Little British Battler (LBB) Programme. We surveyed these 100+ LBBs earlier this year and this report analyses the results revealing what it takes to make it (or break it) as a UK Tech SME.

IndustryViews Venture Capital Q4 2016

Anthony Miller

Report

03/03/2017

This edition of IndustryViews Venture Capital provides summaries of significant UK tech venture funding rounds in Q4 2016 as well as a summary of activity for 2016.

OffshoreViews Q4 2016 Review

Anthony Miller

Report

17/02/2017

The new Trump administration has rather set the cat amongst the pigeons with proposals to tighten up the rules for skilled workers to enter the US on an H1-B visa. You can read our analysis of these developments in this edition of OffshoreViews, along with our views on recent traumatic events at Cognizant and Infosys.

FSV Financial Services SITS Supplier Landscape 2016-17

Peter Roe

Report

31/01/2017

Our view of the major suppliers of Software and IT Services into the UK Financial Services sector, based on TechMarketView's estimate of revenues into this dynamic sector. We take a close look at the key areas where the major SITS suppliers need to concentrate if they are going to succeed in an increasingly challenging market.

BPV The Role of BPS in Transforming the London Insurance Market

John O'Brien

Report

31/01/2017

In this report, we discuss the potential for industry-wide transformation to take place across the London Insurance Market, and the likely opportunities this could present for insurance platform players and BPS providers over the next few years.

FS IndustryViews: UK SITS stocks down in 2016

Anthony Miller

Report

26/01/2017

This report presents our annual review of the share price performance UK quoted software and IT services companies in context of international peers.

TMV Predictions 2017 Compendium

TechMarketView Team

Report

23/01/2017

This report elaborates on TechMarketView's theme for 2017, *Unlocking the Intelligence*, and consolidates our predictions for the UK software and IT services market in 2017 and beyond.

FS IndustryViews Corporate Activity 2016

Anthony Miller

Report

23/01/2017

Despite all the economic and political uncertainty during 2016, UK software and IT services merger and acquisition activity set a new record in 2016, surpassing the previous record set in 2014. This report is our annual review of UK software and IT services M&A activity in 2016.

FSV Open Banking and PSD2

Peter Roe

AnalystViews

27/03/2017

The financial services industry is spending billions of pounds (and euros) on preparations for impending regulatory changes which potentially pave the way for the most radical reshaping of consumer financial services in history. In this report, TechMarketView presents its analysis of the current state of PSD2 and the UK's Open Banking initiatives.

PSV Spring Budget 2017

Dale Peters and Tola Sargeant

AnalystViews

09/03/2017

Although Philip Hammond's first (and last) Spring Budget contained few surprises, we now have the full details and understand more about its implications for UK SITS suppliers. It was a forward looking Budget, which reaffirms the Government's view that research and technology need to play an increasingly important role in Britain's future.

SCV SME Snapshot: CityFibre - building Britain's broadband future

Martin Courtney

AnalystViews

02/03/2017

CityFibre provides wholesale fibre network infrastructure to UK broadband providers, ISPs, mobile operators and enterprises. This research note takes a detailed look at CityFibre's activity, operations and strategy and analyses how the company can capitalise on current trends in the UK broadband and telecommunications markets.

ESASV ActiveOps: an enabler for digital transformation execution

Angela Eager

AnalystViews

28/02/2017

Converting aims into action is the crunch test for strategic transformation. This report examines ActiveOps, one of the suppliers aiming to help enterprises successfully execute on digital transformation, to understand how digital change is impacting the operations side of business activity, processes and outcomes and the roles of data and automation.

IV Thyssenkrupp Elevator: Using IoT to take lifts to the next level

AnalystViews

Kate Hanaghan

28/02/2017

Thyssenkrupp is a €39bn diversified industrial group with 156,000 people across 80 countries, organised into six business areas: Components Technology, Industrial Solutions, Materials Services, Steel Europe, Steel Americas, and Elevator Technology. Here, we look at the latter to understand how it is applying the Internet of Things (IoT).

IV Cloudearch acquisition reflects important market changes

AnalystViews

Kate Hanaghan

28/02/2017

Private equity powerhouse, Blackstone, has acquired Cloudearch. While we have no doubt the company has been approached before, our sense is that founder Pontus Noren was not about to sell out to another vendor. Indeed, the acquisition is a smart move for both parties, and one that is well timed to benefit from an evolving public cloud market.

PSV Public Sector Opportunities Bulletin - February 2017

AnalystViews

PublicSectorViews Team

23/02/2017

This issue of the PublicSectorViews Opportunities Bulletin examines which Trusts benefit from latest news on NHS funding, analyses the role of data science in Central Government and highlights an education opportunity in Wales.

PSV Public Sector digital services: building citizen trust

AnalystViews

Georgina O'Toole

23/02/2017

The adoption of digital services in the public sector is now crucial to many of the UK Government's objectives around better public service delivery: both its effectiveness and its efficiency. This research note considers how important it is that the public sector focuses on building trust in digital services and on the Government's handling of data.

FSV Finovate 2017

AnalystViews

Richard Johnson

14/02/2017

TechMarketView is continuing its coverage of the Fintech scene with a review of events at Finovate Europe 2017. We expect Fintech companies to play an important role in accelerating the rate of change for the established financial services players in the UK. Finovate 2017 provided the ideal opportunity to see what is on the horizon.

PSV RM: A good deal in a challenging market

AnalystViews

Dale Peters

10/02/2017

Earlier we reported on RM plc's FY16 results and their proposed acquisition of Connect Group Plc's education supplies business (see *RM acquires Connect Group's education business for £56.5m*). In this report we delve a little deeper into what it means for the business and what RM's performance tells us about the school market in general.

PSV UK Government Transformation Strategy: More steps in right direction

AnalystViews

Georgina O'Toole

10/02/2017

At the Reform Annual Conference 2017, Ben Gummer MP, Minister for the Cabinet Office, launched the long-awaited Government Transformation Strategy. Georgina O'Toole gives her views on the strategy, what it will achieve and the potential opportunities for suppliers.

PSV UK defence SITS supplier profiles: Fujitsu

AnalystViews

Georgina O'Toole

09/02/2017

This is one in a series of research notes profiling the UK defence businesses of the leading software & IT services providers to the sector. In this second in the series, we look at Fujitsu, which jumped two places in our UK defence SITS rankings in our UK public sector SITS supplier landscape report 2016-17.

IV End user Insight: How cloud hosting is powering Nextbase's dash cam business

AnalystViews

Kate Hanaghan

07/02/2017

Cloud hosting has become a critical tool for organisations that require a highly reliable and flexible online presence. Nextbase UK is an example of that. In this End User Insight piece, we take a look at the business challenges Nextbase faces and why the most suitable hosting partner was anything but a global hyperscale player.

ESASV **End User Insight: Machine learning in service desk change**

AnalystViews
31/01/2017

Angela Eager

Maturity is a distant horizon where machine learning is concerned but over recent months it has come closer for organisations and suppliers alike, as far as cost and comprehension is concerned. This research note looks at the germination effect within a UK-based organisation: machine learning enabled applications spawning use cases once the first deployment is active, and their role as a catalyst for operational and process change.

PSV **AliveCor: Wearable Medtech & Innovation in the NHS**

AnalystViews
11/01/2017

Toia Sargeant

Strictly speaking, AliveCor sits outside TechMarketView's core software and IT services research focus area. But the California-headquartered start up has a powerful story to tell around 'wearable medtech' and it's hard not to get excited about the difference that innovations like AliveCor's could make to the NHS and its patients.

PSV **Government Digital Strategy (GDS): Does it have its priorities right?**

UKHotViewsExtra
30/03/2017

Georgina O'Toole

In March the National Audit Office (NAO) published its review of the role of the Government Digital Service (GDS). In this latest UKHotViewsExtra article, Georgina O'Toole, argues that GDS must get its priorities in order if it is to have any significant impact on the complex transformation agenda.

ESASV **Extracting the value from e-signatures**

UKHotViewsExtra
16/03/2017

Angela Eager

The journey to digital business is dominated by core systems and services, from transactional to emerging 'intelligent' software and related services. Having met with DocuSign recently, we have been exploring e-signatures, a prime example of a 'fill the gap' application.

PSV **Atos UK: An evolving business**

UKHotViewsExtra
27/02/2017

Georgina O'Toole

The performance of Atos' UK business improved as 2016 progressed. We were keen to understand more about the performance of the business, so spoke with Atos UK&I CEO, Adrian Gregory. TechMarketView subscribers can read more to understand what's going on under the covers and how the business is evolving in this UKHotViewsExtra piece.

FSV **Fidessa building on its foundations - brick by brick**

UKHotViewsExtra
14/02/2017

Peter Roe

Fidessa is well placed to provide investment companies with a range of services to facilitate share trading within a compliant environment. Recent deals with several of the larger investment banks have clearly underlined the success of its strategy of service-based platforms as these banks have moved away from enterprise deals.

BPV **Government Digital Strategy update - the implications**

UKHotViewsExtra
02/02/2017

John O'Brien

We've been delighted by the large number of comments we've received from UK Tech sector suppliers to the publication of the Government's Digital Strategy. It's great to see such enthusiasm among the great and the good to what is surely one of the most important opportunities for future Tech sector investment.

FSV **Microgen - Optimistic about 2017**

UKHotViewsExtra
01/02/2017

Peter Roe

Microgen's pre-close update for Calendar 2016 reported on "excellent progress" in the second half of the year. We recently had the opportunity to talk with Microgen's CFO about the company's operations and outlook. As a result you can learn more about this interesting company in our more detailed UKHotViewsExtra comment.

PSV **Google and Microsoft buzzing at BETT**

UKHotViewsExtra
31/01/2017

Dale Peters

Last week, London played host to the annual celebration of all things edtech that is the BETT Show. The trade show is the biggest event in the calendar for most education SITS suppliers; it attracts over 30,000 visitors, has more than 700 exhibitors and is increasingly drawing its attendees from outside of the UK.