

# UKHotViewsExtra Round-Up

Over recent weeks, TechMarketView's expert analyst team has published a host of UKHotViewsExtra articles containing insight and analysis on all aspects of the tech market. Longer and more in-depth than our prolific daily UKHotViews coverage, UKHotViewsExtra articles provide our analysts' considered views on developments in the UK tech sector. Deemed too valuable for the daily UKHotViews email, these pieces of research are only available to our corporate clients and **UKHotViews Premium** subscribers.

TechMarketView's UKHotViewsExtra drills down into all aspects of the UK software, IT services and business process services markets with articles that are typically 500-

1000 words in length. Covering topics as diverse as a frank assessment of the latest public sector strategy, through insight into emerging suppliers set to disrupt a particular area of the market, to the popular monthly analysis of tech share price performance from our Chairman Richard Holway MBE.

Here we've gathered together the latest must-read UKHotViewsExtra analysis in one easy-to-browse newsletter. To read the full story, click on the title of the article (making sure you're logged into TechMarketView - don't worry if you've forgotten your password you can reset that [here](#)).

*Click on the image or title to read more...*



## Smart Meter Madness (8): 10m down, 40m to go

The latest stats published yesterday by the Department for Business, Energy & Industrial Strategy (BEIS) on progress with the UK smart meter rollout make, as ever, interesting reading. Here we takes a look at the reality of why the Government's misguided, multibillion-pound programme is doomed never to provide the proposed benefits.



## 38 LEPs a leaping

The European Investment Bank (EIB) finally gave the go-ahead to back a £120m investment fund for the UK North East, run by the North East Local Enterprise Partnership. The funding decision was originally suspended after the UK triggered Article 50, setting off fears that the European funding tap would be turned off once the UK leaves the EU, and venture funding of UK companies would wither and die.



## Wipro enlightens on the Cloud

It was a fortunate coincidence that Wipro chose to hold a briefing for analysts on its cloud strategy the same day that it announced the disposal of its US data centre business. At the briefing, Wipro paraded a cohort of management, along with execs from Appirio, Salesforce.com and Workday consultancy. But what piqued my interest most were management's comments on the downstream services revenue leverage that the company gets from transitioning clients to the cloud.



## FAANGs - Yesterday, Today, Tomorrow

A Tale of the Right Decisions often for the Wrong Reasons. TechMarketView was formed 10 years ago. A look back through the archives will show us, in 2008, raving about the newly released iPhone and its likely effect on rejuvenating Apple. You will also read our views on the potential for Facebook when it had less than 100m users. Even then I was apologising for my growing use of Amazon and its likely destruction of the High Street as we then knew it.



## Hammond aims for Tigger-like Spring in his Statement

In his first Spring Statement, Chancellor Philip Hammond declared himself to be at his "most positively Tigger like". But with, as expected, no new tax or spending commitments, it leaves us to read between the lines regarding how the Chancellor's exuberant optimism will translate into spending by public sector organisations.



## Q&A with Alan Laing, MD of Sage UK and Ireland

Alan Laing joined Sage Group in February 2015 as EVP for Partners and Alliances, part of the new leadership team built by CEO Stephen Kelly, and was appointed MD of the UK & Ireland business in April 2017. Having held senior exec positions with suppliers such as Digital Equipment Corporation, Oracle and Avaya previously, as well as heading up the first ISP in San Francisco, he brought a diverse range of experience to bear on Sage.

UKHotViews Share Indices					
	29-Dec-17	31-Jan-18	28-Feb-18	Chg 2018	Chg in Feb
NASDAQ	6935.56	7410.78	7337.48	5.80%	-0.99%
FTSE 100	7687.77	7533.55	7231.01	-5.94%	-4.02%
Techmark 100	4681.30	4520.82	4416.77	-5.65%	-2.30%

RICHARD HOLWAY | UKHotViewsExtra | 01/03/2018

### Shares indices for Feb 18 - SharesRip van Winkle month

Once in a while we have what I have previously described as a 'Rip van Winkle' month. Go to sleep on 31st Jan and awake a month later and nothing much seems to have changed. NASDAQ was off just 1%, the TechMark100 down just 2.3% and the FTSE SCS index (which most closely follows the UK SITS stocks that we report upon in HotViews) was down just 4.3%. These are within the normal ranges that we have reported on for years - indeed decades.



KATE HANAGHAN | UKHotViewsExtra | 27/02/2018

### Cloud and Infrastructure Services Supplier Prospects 2018: Skills and trust

Many of the large players are living through a period of substantial change as the market shifts. They are having to evolve their portfolios, restructure their businesses, and undertake mergers/divestments. The large players in the market still need to increase the balance of revenue from higher growth 'digital' areas. There are key things to get right in 2018, but some suppliers will struggle to affect these changes within the next 12 months.



ANTHONY MILLER | UKHotViewsExtra | 16/02/2018

### eTech drives to the core of CoreLogic

The last time we caught up with David Driver, one half of the fraternal founders of Solihull-based eTech Solutions was at the fifth TechMarketView Little British Battler event in November 2014 (see here). Some three years on, eTech was acquired by NYSE-listed property data analytics and services company CoreLogic. TechMarketView Managing Partner Anthony Miller had the chance to chat to Driver after the deal was done.



MARC HARDWICK | UKHotViewsExtra | 28/02/2018

### Conduent a digital interactions company

Conduent's 2017 financial results give us an opportunity to look back on its first full year as an independent company since it separated from Xerox in 2016. Headline revenue figures for the group show a 6% decline last year to \$6,022m but it's important to put this in context with what it inherited from Xerox and what it has done to redefine and change the business over the last twelve months.



ANGELA EAGER | UKHotViewsExtra | 22/02/2018

### It's time to face down malicious AI

It doesn't set out to provide answers to the many potential threats from the misuse of AI but the Malicious use of Artificial Intelligence report certainly raises the questions and provides a steer on what we should be thinking about. Written by 26 authors from 14 institutions the report concentrates on three types of security threats we could face - not in the distant future but over a 5-10 year timeframe.



ANTHONY MILLER | UKHotViewsExtra | 01/02/2018

### Kindred Spirits

Here's a different business model for a VC firm - share the 'carry' pot with the entrepreneurs that it backs! Not all of it, of course, but around 20%. It's called 'equitable venture' because, in effect, every founder they back becomes a co-owner of their fund. TechMarketView Managing Partner Anthony Miller recently met up with Kindred co-founder Leila Zegna to find out why entrepreneurs are so enthusiastic to have Kindred as backers.



RICHARD HOLWAY | UKHotViewsExtra | 28/02/2018

### HP v Autonomy - A personal view

The long awaited criminal case of US v Hussain opened on 26th Feb 18 in San Francisco. The case is more likely to be seen as Hewlett Packard v Sushovan Hussain, the former CFO of Autonomy.



MARC HARDWICK | UKHotViewsExtra | 22/02/2018

### Serco continues to navigate choppy waters

Serco's year end results give us another opportunity to check in on where it sits on its transformation journey. Group revenues for HY 2017 were down 2% to £2,958m, comprising a 6% organic decline from contract attrition. Underlying operating profit was also down 19% to £69.8m for FY 17 but was at the top end of the guidance given at the start of the year.



KATE HANAGHAN | UKHotViewsExtra | 31/01/2018

### Computacenter FY17: Returning to form

Following on from Computacenter's pre-close statement, we have added a few more thoughts regarding the company's performance in UK Services. The trading statement for FY17 brought positive news and said adjusted pre-tax results were "anticipated to be ahead of the Board's expectations". Indeed, the company had upgraded its expectations several times during the year.



PETER ROE | UKHotViewsExtra | 29/01/2018

### IBM - laying down its roadmap for FS IT

Recently, IBM hosted a presentation in London putting a new slant on its ideas for Financial Services IT, indicating that some good progress is being made. The company, overall, returned to revenue growth in Q4 2017 and will be looking to the important Financial Services sector to build momentum in 2018. TechMarketView estimates that one-quarter of IBM UK's revenue is derived from Financial Services.



ANGELA EAGER | UKHotViewsExtra | 26/01/2018

### Takeaways from Sage Capital Markets Day 2018

Sage Group's 2015 Capital Markets Day (CMD) was all about its three year transformation plan. Three years later, having ticked various boxes the 2018 CMD set the scene for the next phase in the company's development. The ambition: "to be the acknowledged market leader", was accompanied by practical mechanics focused on execution as it looks to a total addressable market it says is worth \$28bn annually and growing at 7% per year.



TOLA SARGEANT | UKHotViewsExtra | 25/01/2018

### New guidance to speed health and care move to cloud

NHS and social care organisations in the UK were given the green light to use cloud services and data offshoring to store patient data in January, as NHS Digital, NHS England, the Department of Health and Social Care and NHS Improvement, jointly published guidance on the topic. We expect the move to contribute to a ramp up in the use of cloud services by UK health and care organisations.



MARC HARDWICK | UKHotViewsExtra | 25/01/2018

### Blue Prism makes a dash for cash on FY 17 results

Nearly two years after its debut on AIM, Blue Prism announced its results for FY 2017. We have covered the remarkable growth story of Blue Prism closely. 2017 has been no exception, with last year's financial results showing continued growth particularly overseas which is becoming much more important to the company as it ramps up its global partner network.



ANGELA EAGER | UKHotViewsExtra | 23/01/2018

### SAP, Facebook, Google raise French AI/ML investments

The UK has a well-deserved reputation as a place for machine learning and AI startups but is facing intensified competition following announcements that three major tech suppliers are increasing their investment in France.



GEORGINA O'TOOLE | UKHotViewsExtra | 15/01/2018

### Government Shared Services: Lacking courage or realistic?

We were promised that the UK Government's shared services strategy would be reinvigorated when the Cabinet Office launched its new agenda but the response was far from positive. To find out why read this note from our Public Sector research.



GEORGINA O'TOOLE | UKHotViewsExtra | 09/01/2018

### May's cabinet reshuffle: most interesting moves

It's fair to say that Prime Minister Theresa May's cabinet reshuffle didn't exactly go to plan earlier this year. Many Cabinet Ministers remained in position. Others ended up in different roles to those May had intended. We can but second guess - as many media outlets have - the conversations that went on behind closed doors. From a ICT market perspective, there were, though, some interesting changes.



GEORGINA O'TOOLE | UKHotViewsExtra | 18/12/2017

### Thales trumps Atos' Gemalto offer

Gemalto is proving a popular pursuit. French aerospace and defence group, Thales, trumped Atos' offer creating a different proposition for Gemalto. Thales' focus is on plugging capability gaps for the secured industrial IoT market. Thales will combine its digital assets with Gemalto within a new Global Business Unit, which will continue to operate under the Gemalto brand.



GEORGINA O'TOOLE | UKHotViewsExtra | 12/12/2017

### Atos gets friendly with Gemalto

Written as Atos looked set to embark on another acquisition, in Gemalto. Atos delivered an offer to Gemalto - an all cash offer of €46 per share, valuing the company at c€4.3b - on 28th November, a 42% premium to its prior close. Atos has made clear its willingness to discuss the offer, stating that it is "friendly, compelling, and addresses the interests of all stakeholders". It is expected that Gemalto will respond shortly.



ANTHONY MILLER | UKHotViewsExtra | 12/12/2017

### Sn-ap gets its wheels in motion

Anthony Miller couldn't work out the rationale behind its name but now he knows. This is the curiously monickered Walthamstow-based on-demand interurban coach start-up, Sn-ap, which he wrote about a few months ago. When Anthony met founding CEO Thomas Ableman recently, he explained it thus: "We 'snap' people to places, we 'snap' people and operators together and we 'snap' people into groups for trips." And there we go - literally! Find out more about Sn-ap in this UKHotViewsExtra article.



GEORGINA O'TOOLE | UKHotViewsExtra | 11/12/2017

### Agilisys extends contracts with multiple clients

IT and business process services provider, Agilisys, has signed three extensions to contracts with long-term clients: Westminster City Council; Legal Aid Agency; and Save the Children UK. Agilisys signed the original deals with the organisations in 2014 and 2013. We spoke with Agilisys about the nature of these extensions. They are an interesting case study in the evolution of customer service delivery and reflect how the market is now procuring and managing services.



MARTIN COURTNEY | UKHotViewsExtra | 08/12/2017

### Alibaba Cloud and Doob highlight Vodafone network/cloud expertise

Vodafone's November analyst event saw Alibaba Cloud, Doob and Admiral Insurance line up to describe their experiences with the telco. Read this UKHotViewsExtra report to find out what they said and how Vodafone's combination of connectivity and cloud hosting is supporting their European business expansion.



ANTHONY MILLER | UKHotViewsExtra | 23/11/2017

### MXC and Liberty to build new buy-and-build

We recently previewed the announcement of a joint venture between MXC Capital, the Guernsey-headquartered tech-focused financial services firm, and Colorado-headquartered cable and media giant, Liberty Global, to create a buy-and-build IT services business aimed at the UK SME market. We subsequently spoke to MXC founder and turn-around entrepreneur, Ian Smith, to find out more which you can read about here.



GEORGINA O'TOOLE | UKHotViewsExtra | 22/11/2017

### Autumn Budget 2017: tackling productivity with technology

Chancellor, Philip Hammond had to use his Autumn Budget 2017 to respond to the Office for Budget Responsibility revising down its forecasts for productivity growth, business investment and GDP (economic) growth through to 2020/2021. It was a budget with a strong lean towards housing and technology.



TOLA SARGEANT | UKHotViewsExtra | 16/11/2017

### Data tops agenda for Health and Social Care

Tola Sargeant recently joined leaders from the world of Health & Social Care at techUK's annual dinner for the industry. The broad theme for the evening was 'How can tech help to avoid a Winter Crisis in Health and Social Care?', a topic that techUK is currently investigating. But a number of other key issues quickly emerged including data liquidity, GDPR, open data and interoperability and the digital workforce.



GEORGINA O'TOOLE | UKHOTVIEWSEXTRA | 15/11/2017

### Whitehall: Committed to contract disaggregation

The media has been commenting on a report from the UK Government's Government Commercial Function. The report provides general guidance for Whitehall departments and agencies on the principles of contract disaggregation. An opening statement confirms that breaking down contracts in Government is the favoured route. Indeed, we continue to see this direction of travel in central government.



KATE HANAGHAN | UKHOTVIEWSEXTRA | 10/11/2017

### Fujitsu Forum puts digital co-creation centre stage

Thousands of people gathered at the Fujitsu Forum to hear President Tatsuya Tanaka's keynote address, but also to network and learn more about Fujitsu's technology and services. One of the key points Tanaka made was the importance of "digital co-creation". Co-creation is typically a consulting-led approach to joint innovation - and it is of course not a new concept. However, Fujitsu is right to highlight it as an important lever in successfully digitising businesses.



TOLA SARGEANT | UKHOTVIEWSEXTRA | 07/11/2017

### CBI 2017: Taking the pulse of British business

Technology took centre stage at Monday's Confederation of British Industry (CBI) conference in London, where the mood in the room full of British business leaders was one of considered optimism despite the omnipresent 'challenge' of Brexit uncertainty.