

## CGI is looking for partners with ‘Northern exposure’!

TechMarketView is helping CGI, one of the world’s largest IT and business consulting services firms, find innovative small and medium sized companies based in the North of England as potential partners.

**Apply today for an incredible opportunity to work with CGI to take your propositions into large clients in your regional market and potentially across the UK.**

### Pitch event

We will be running a pitch event in the North of England on **Tuesday 21st April** to identify local companies that are the best fit for a strategic partnership with CGI.

**Application form: [www.techmarketview.com/CGITIPP2020APPFORM](http://www.techmarketview.com/CGITIPP2020APPFORM)**

**Entries close on Friday 20th March 2020**

Full terms & conditions are available on the TechMarketView website at [www.techmarketview.com/CGITIPP2020](http://www.techmarketview.com/CGITIPP2020)



## Building an extended regional Ecosystem aligned to Emerging Technologies, to accelerate the Digital Transformation of key sectors across the North of England

### Northern exposure

CGI is expanding its business in the North of England as part of its ‘metro market’ growth strategy.

With a large number of employees – referred to as ‘members’ – already living and working in the region, CGI is looking to extend its network of partners to support this activity and help grow its business in the communities it is operating in.

#### Your business

You must be a UK tech-focused company whose head office is based in the North of England or have a significant presence there. You may be a solution development company or a consultancy with subject-matter experts and practitioners steeped in these technologies and sectors.

Needless to say, you must not be a subsidiary of, or backed by, a competitor to CGI!

#### Emerging technologies

CGI is looking for local companies with innovative software solutions and/or skills that play to one or more emerging technology themes; in particular:

- Advanced Analytics
- Agile/DevOps
- Artificial Intelligence
- Customer and employee experience
- Intelligent Automation
- Smart Cities (including immersive, 5G, drones, digital twin)

#### Sector focus

These solutions should address particular use cases, ideally in one or more of the following industry sectors:

- Manufacturing
- Transport & Logistics
- Local Government

## Why partner with CGI?

**Market access** – CGI has extensive and strong business relationships with clients across the public and private sectors in the North of England and broader UK.

**Regional development** – the North of England is a key market for CGI. Working together, your organisation can benefit from CGI's growth and expand its footprint in your local market.

**Business growth** – CGI will help build your pipeline, using its scale to help open large clients and opportunities up to your business.

**Solution development** – working together to meet client demand, CGI can help further develop and refine your solution, whilst respecting your IP rights.

**Extend your Ecosystem** – you'll have access to CGI's wider network of Ecosystem partners aligned to emerging technologies to help extend your market reach.

## Eligibility criteria

To be eligible to apply for selection to the pitch sessions, you must meet the following criteria:

- **North of England-based:** Your company must have its head office in the North of England or a significant presence in the region, and a strong desire to grow.
- **Solution:** Your solution should fulfil a business problem/use case, ideally within the manufacturing, transport and logistics and/or local government sectors.
- **Services:** If you're a consultancy, you must have subject matter experts or practitioners with experience in the manufacturing, transport and logistics and/or local government sectors.
- **Technology:** Ideally, your technology is aligned to one or more Emerging Technology themes: Advanced Analytics, Agile/DevOps, Artificial Intelligence, Customer and Employee Experience, Intelligent Automation, Smart Cities (including immersive, 5G, drones, digital twin).
- **Existing Clients:** You must have delivered your solution or services to at least one previous client, which we may contact for a reference.
- **Scalability:** Your solution should have the potential to scale to meet CGI's client needs.

If you are the Founder or CEO/MD of a business meeting these criteria and are looking for accelerated access to grow in your regional market and potentially beyond, then fill in the application form at [www.techmarketview.com/CGITIPP2020APPFORM](http://www.techmarketview.com/CGITIPP2020APPFORM) by close of business on **Friday 20th March 2020**.

## About CGI

Founded in 1976, CGI is among the largest IT and business consulting services firms in the world. Operating in hundreds of locations across the globe, CGI delivers end-to-end services and solutions, including strategic IT and business consulting, systems integration, intellectual property, and managed IT and business process services. Our 77,500 consultants and professionals work side-by-side with clients in 10 industries across more than 400 locations worldwide. We draw upon our global capabilities to help clients identify, develop, implement and operate effective strategies to meet evolving customer and citizen expectations. For more information visit [www.cgi-group.co.uk](http://www.cgi-group.co.uk)

## About TechMarketView

TechMarketView is the most influential boutique analyst & advisory firm in the UK. Trusted by tech suppliers and tech users as they navigate change, TechMarketView analysts are known for robust analysis of suppliers and disruptive market trends, blending UK depth with forward-looking insight. Launched in 2018, the *TechMarketView Innovation Partner Programme* (TIPP) is helping some of the UK's leading enterprise software & IT services companies find innovative startups and scaleups as potential partners. For more information visit [www.techmarketview.com](http://www.techmarketview.com) or email us at [info@techmarketview.com](mailto:info@techmarketview.com).