



InterSystems is looking for Fintech partners to bring innovation to Financial Services

TechMarketView is helping InterSystems, one of the world's most trusted data management platform providers, to expand its partnership ecosystem within Fintech organisations in order to create and support new customer relationships and to position itself as an innovator and disruptor within the Financial Services sector.

Apply today for an incredible opportunity to work with InterSystems to take your solutions and services into financial services institutions that would normally be out of your reach.

Virtual pitch sessions

We will be running virtual pitch sessions during week beginning 15th March 2021 to identify companies that are the best fit for a strategic partnership with InterSystems.

Application form: www.techmarketview.com/ISUKTIPP2021appform

Entries close on Friday 12th February 2021

Full terms & conditions are available on the TechMarketView website at www.techmarketview.com/ISUKTIPP2021

Innovate Faster, Disrupt Faster, Scale Faster with InterSystems

More so than ever before, Financial Services organisations need to reduce operational costs to remain competitive yet improve service quality. Cloud and hybrid computing environments will be key to enhancing focus on real-time data and processes while managing the burden of regulatory pressures. In capital markets, fintech, retail banking and insurance, InterSystems are helping the world's most successful institutions meet these challenges. With their partner community they want to continue to deliver solutions to offer reliability, innovation and scalability for the financial services industry.

Your company

You must be an established solutions provider to the financial services sector headquartered in the UK or the Republic of Ireland, and ideally serving global markets.

You are privately held though you may have external investors. You would likely have 20-50 employees and be generating revenues of £1m-£2m p.a. or can see a way to get there.

Needless to say, you must not be a subsidiary of, or backed by, a competitor to InterSystems.

Partnership options

Applications Solutions Partner

An independent software vendor that sells applications or solutions built with InterSystems technology to financial services organisations.

Technology Alliance Partner

A hybrid cloud professional and managed service organisation that delivers a solution to financial services customers based on InterSystems technology. This could also include integration or implementation services.

Partnership process

By understanding InterSystems' culture and learning our product value propositions going through the partner accreditation program, the partner would then build their own application on InterSystems technology and deliver this solution to the end customer.

Why partner with InterSystems?

- **Market access:** InterSystems has an enviable client base including the world's leading financial institutions as well as major healthcare providers and government institutions.
- **Business growth:** InterSystems will help you build your pipeline, using its global scale to open up opportunities for your business with large clients.
- **Partner ecosystem:** Over 1,200 partner organisations already work with InterSystems creating value together not just for a few years, but for decades.
- **Partner accreditation:** The InterSystems partner program provides partners the opportunity to differentiate their offerings, win new customers with proven InterSystems products and to gain accreditation to win market recognition, customer trust and loyalty.
- **Proven technology:** InterSystems IRIS makes it easier to build high-performance, machine learning-enabled applications that connect data and application silos. It provides high performance database management, interoperability, and analytics capabilities, all built-in from the ground up to speed and simplify the most demanding data-intensive applications.
- **Cloud first:** As a complete, cloud-first data platform, InterSystems IRIS eliminates the need to integrate multiple technologies, resulting in less code, fewer system resources, less maintenance, and higher ROI.

Eligibility criteria

- **UK or Ireland based:** Your company must have its head office in the UK or the Republic of Ireland.
- **Strong desire to grow:** You must be ready, willing and able to accelerate growth.
- **Solution:** Your solution should address a business problem/use case within the Financial Services sector.
- **Services:** If you offer integration or implementation services, you must have subject matter experts or practitioners with experience in the Financial Services sector.
- **Technology:** Your technology should be cloud-ready and capable of connecting to other systems through APIs.
- **Scalability:** Your solution should have the potential to scale to meet InterSystems' client needs.
- **Solution maturity:** Your solution must be operational in at least one client whom InterSystems may wish to contact for a reference.

If you are the Founder or CEO/MD of a business meeting these criteria and are looking for accelerated growth in your regional market and potentially beyond, then fill in the application form at www.techmarketview.com/ISUKTIPP2021appform by close of business on Friday 12th February 2021.

About InterSystems

Established in 1978, InterSystems is the leading provider of data technology for extremely critical data in the healthcare, finance, and manufacturing and supply chain sectors. Its cloud-first data platforms solve scalability, interoperability, speed, and problems for large organizations around the globe. InterSystems is committed to excellence through its award-winning, 24x7 support for customers and partners in more than 80 countries. Privately held and headquartered in Cambridge, Massachusetts, InterSystems has 25 offices worldwide. For more information, please visit InterSystems.com/finance.

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 start-ups and scale-ups as potential partners. For more information visit www.techmarketview.com or email us at info@techmarketview.com.