

TechMarketView – more than research

From our deep understanding of the market conditions and players, organisations will be able to readily identify opportunities & threats and evaluate and align their potential strategy. In addition to providing authoritative and pragmatic research, TechMarketView also offers a spectrum of services from advisory to advertising.

TechMarketView's experts blend a deep understanding of the UK tech sector and its suppliers - augmented by privileged conversations with CXOs across the industry - with insight on global tech trends, enabling us to cut through the hype and analyse what's really going on in the sector.

With unrivalled experience and track record, the team at TechMarketView offers clients a unique perspective of the tech sector; one that combines corporate, market and financial analysis of the

software and services companies operating in the UK tech scene.

You can take advantage of our extensive knowledge and insight through a corporate subscription that allows access to differing research areas depending on needs. But TechMarketView offers more than just research and advisory services – our product and service portfolio includes tailored options for raising your profile, sourcing partners and benchmarking performance too:



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Tech User Programme
UKHotViews



ADVISORY

Executive Advisory Service
Analyst Engagements
Analyst Access



ADVERTISING SERVICES

UKHotViews Advertising
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TechMarketView Innovation
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An Evening with TechMarketView 2023 PURSUING PRODUCTIVITY

An Evening with TechMarketView Agenda

Supported by Mastek, our premier sponsor

18:30 Registration and Welcome Drinks Reception

19:10 Presentations in the auditorium

- **Welcome** by Tola Sargeant, Chief Executive, TechMarketView
- **Guest speaker** - Abhishek Singh, President UK&I & Europe, Mastek
- **Pursuing Productivity** Chief Research Officer, Kate Hanaghan, and Research Director, Tania Wilson introduce our Pursuing Productivity theme.
- **Panel Debate centred on Technology and Pursuing Productivity** chaired by Chief Analyst, Georgina O'Toole, with Senior Research Director, Marc Hardwick, and Principal Analyst, Simon Baxter, alongside ex-CEO of SLC and CEO of OneID, Paula Sussex, plus Ann Walker, Delivery Director Product & Technology, Migration & Borders Technology Portfolio (MBTP), DDaT, Home Office.
- **Fireside chat on Sustainability Technology** between Senior Research Director, Dale Peters & Principal Analyst, Craig Wentworth discussing how technology is being used to achieve sustainable productivity.
- **Key Takeaways** by Georgina O'Toole
- **Closing** by Tola Sargeant

20:30 Dinner

23:00 Evening closes



Meet the speakers



Tola Sargeant, Partner & Chief Executive, TechMarketView

Tola has been a Director at TechMarketView since 2009 and took on the role of Managing Director in May 2017. Tola has responsibility for TechMarketView's strategic direction, overseeing Client Services and Sales and Marketing activity, as well as TechMarketView's ground breaking research and analysis. With some twenty years experience in the sector, Tola is a respected industry analyst known for her commentary on the UK SITS market and for her in-depth knowledge of public sector and healthcare IT. Tola contributes research to TechMarketView's PublicSectorViews research stream, focusing on the UK health and social care tech sector, and is frequently called upon to advise clients on their approach to the market. Before joining TechMarketView, Tola led Ovum's Geographies & Industries practice, responsible for Ovum's government and healthcare IT research globally.



Georgina O'Toole, Partner & Chief Analyst, TechMarketView

Georgina is Chief Analyst at TechMarketView, encompassing thought leadership and business development. She joined TechMarketView as a Research Director for PublicSectorViews in 2010. She is a respected industry analyst known for her commentary on the UK SITS market and in depth knowledge of the public sector. Before TechMarketView, Georgina was Practice Leader for Ovum's Geographies & Industries practice, responsible for Ovum's government research globally. As an analyst at Ovum Holway from 2000, Georgina worked closely with both enterprise and vendor clients providing advice and opinion on the UK SITS market. She was instrumental in the launch of Ovum's PublicSector@Ovum research programme and went on to focus her research on the UK central government, defence and criminal justice markets.



Kate Hanaghan, Partner & Chief Research Officer, TechMarketView

Kate is Chief Research Officer at TechMarketView with responsibility for driving forward the research agenda and running the team of analysts, having joined the company in October 2012 as Research Director for InfrastructureViews. She is a highly regarded analyst, tracking the European and UK IT services markets for around ten years. Before joining TechMarketView, Kate was co-founder of K2 Advisory where she ran the independent research programme for CIOs. Previously, Kate worked as a Senior Analyst within Ovum's IT Services Practice. Kate has been involved with some of the industry's defining research into the UK market, analysing key trends and forecasting growth. She has worked closely with suppliers to the UK market to help them understand how new delivery models are shaping the vendor landscape.



Marc Hardwick, Senior Research Director, TechSectorViews, TechMarketView

Marc joined TechMarketView in October 2017 and is Senior Research Director for TechSectorViews, focused on the Business Process Services, Automation and the wider Solutions market. Marc has over twenty five years experience in research and analysis including nine years as Director of Business Intelligence at BPS market leader Capita plc. Marc led Capita's corporate research and intelligence activities across all markets and was responsible for successfully helping put insight at the heart of Capita's sales and delivery process. Marc's insight also helped underpin Capita's business development and acquisition activities. Prior to joining TechMarketView Marc was Commercial Director at specialist research consultancy ComRes. He was responsible for directing sales and marketing, oversight of new product development roll-out and identifying new market opportunities.



Dale Peters, Senior Research Director, PublicSectorViews, TechMarketView

Dale joined TechMarketView in January 2017 as Research Director for PublicSectorViews and is a respected expert on public sector technology. Before joining TechMarketView, Dale was Head of Corporate Development at RM plc, where he was responsible for market intelligence and research. He combined his knowledge of government policy, market trends and emerging technologies to develop corporate strategy and establish new products and services. He also developed strategic partnerships with many of the leading technology providers in the sector. Prior to joining RM, Dale worked in agency-side research and consultancy roles, where he provided services to public sector software and service suppliers, publishers, broadcasters and investors. He led major contracts with government departments and non-departmental public bodies, including consultancy on several government online programmes.



Simon Baxter, Principal Analyst, TechSectorViews

Simon joined TechMarketView in March 2022 as a Principal Analyst for the TechSectorViews research streams. Simon has 10 years of experience in research and analysis covering the UK and Global IT markets, as well as monitoring numerous other Industries to understand the impact of technology on organisations. He has also spent several years with a focus around emerging technologies and digital transformation, especially the use of AI and Quantum technologies. Immediately prior to joining TechMarketView Simon held the position of Senior Market Intelligence Manager at Fujitsu Services Ltd. and was responsible for embedding market insight into Fujitsu's decision making and leading a range of market research programmes across Fujitsu's global business encompassing Europe, North America and Japan.



Craig Wentworth, Principal Analyst, PublicSectorViews

Craig Wentworth joined TechMarketView in April 2023 as a Principal Analyst across the TechSectorViews and PublicSectorViews research streams, with a focus on Education, Local & Regional Government, Sustainability, and Emerging Technologies. He has 30 years of experience in technology and change across the commercial and public sectors, in a broad range of roles (including analyst research, consultancy, technology strategy, innovation, and service delivery). Before joining TechMarketView Craig ran the UK-based analyst firm Independent Thought, where he focused on blockchain, IoT, AI, and innovation. Prior to that he held various analyst positions at IDC, MWD Advisors, and Ovum; as well as spending nearly 20 years in the UK Education sectors – working in universities and national bodies, managing IT services and leading large-scale innovation programmes.



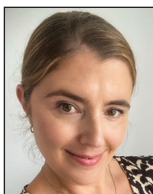
Abhishek Singh, President UK & Europe, Mastek

Abhishek Singh is the President of the UK & European biz of Mastek. He is responsible for the P&L Management of Mastek in the geography incorporating sales, marketing, delivery, and support functions. He is part of the Executive Leadership of the organization and member of the board of Mastek UK Ltd. He operates out of the Reading headquarter of Mastek in UK. Prior to this role, he was the Group Chief Financial Officer at MASTEK, operating out of the Corporate headquarters in Mumbai, India. In the role, he drove the financial performance management of the organization creating significant shareholders wealth. For his contributions, he was recognized by CFO 100 under their prestigious "CFO Roll of Honour" for the years 2016, 2017 & 2019. He has over two decades of experience in Information Technology, Healthcare, Financial Services and BPM industry across India, UK, and United States. At Mastek, he oversaw multiple functions including Finance, IT, Investor Relationship, Legal & Secretarial and Facility & Infrastructure globally. Abhishek strongly believes that the IT service providers are advisor and allies of their customers facilitating their business growth in addition to delivering on the remits of their engagement with the customers. He is hands on with business, participating in all aspects of it including Sales, Operations, Branding and General management. He is known to drive business performance and facilitate turnaround of the organizations. He specializes in P&L management, mergers & acquisitions, multi-cultural environment management and stakeholder management.



Paula Sussex, Chief Executive Officer, OneID

Paula has a strong track record of growth and transformation in both the private and public sectors. Leading with energy, drive and passion she brings a strong commercial mindset to the role, and a commitment to our social purpose. Most recently Paula was CEO for the Student Loans Company. Described by McKinsey in 2016 as "a medium-sized retail bank", the SLC is a government-owned company that manages a loan book of some £200bn and supports some 6m customers. With a background in blue chip consulting and technology services businesses, Paula was Senior Vice President and member of the UK Board at CGI, responsible for building new markets in health and public sector with end-to-end P&L responsibility for a £400m per annum business unit. Prior to that she was CEO of Atos Consulting and a Managing Consultant at KPMG. Paula qualified as a barrister before turning to the tech world. She was awarded a CBE in the New Year's Honours list.



Ann Walker, Delivery Director Product & Technology, Migration & Borders Technology Portfolio (MBTP), Digital Data & Technology (DDaT), the Home Office

Ann Walker is Delivery Director Product & Technology, Migration & Borders Technology Portfolio (MBTP), Digital Data & Technology (DDaT), within the Home Office. She has worked in the Public Sector for the last 23 years - 15 of those within the information technology and service function. She is skilled in Product Management, Agile, ITIL Service Delivery and Technical Project and Programme Management. And, as a strong professional, has excellent delivery and communication skills enabling the development and delivery of digital products and services supporting critical national infrastructure.