

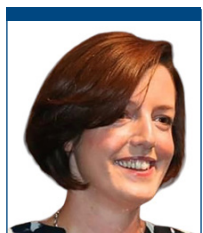
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Totally Susted Podcast: Using AI to better understand climate policy data

CRAIG WENTWORTH | PODCAST | 29 APRIL 2024

In the latest episode in TechMarketView's series of Totally Sust podcasts, SustainabilityViews' lead analyst, Craig Wentworth, interviews Henry Franks (Chief Technology Officer at Climate Policy Radar) about how they're using AI to extract value and meaning from 100,000s pages of climate regulations and data the world over—and what uses this insight is being put to (and by whom). The discussion ranges around the issues of having data locked up in PDFs (in multiple languages), the tools required to provide interoperability across myriad sources, and how (and why) Climate Policy Radar makes its data, analyses and platform available for others to use and build on.



View from the Chief Analyst: CMA and the perceived power of GAMMA(N)

GEORGINA O'TOOLE | UKHOTVIEWSEXTRA | 25 APRIL 2024

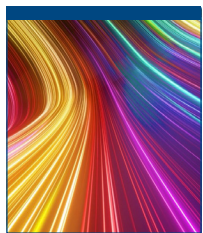
The Competition & Markets Authority (CMA) has a headache and it's shaped in the form of GAMMA – Google, Amazon, Microsoft, Meta, and Apple. Adding Nvidia to that list makes GAMMAN. The CMA is finding that it must pedal increasingly hard to keep up with – and fully understand – developments in the Digital Market; one where the combination of these firms has significant market share and has the potential to wield substantial influence. The CMA Digital Markets Unit already has an investigation underway into competition in the Public Cloud Infrastructure market.



Growth Capital Partners grows its technology footprint

TANIA WILSON | UKHOTVIEWSEXTRA | 14 APRIL 2024

Growth Capital Partners (GCP) is a UK-based Private Equity (PE) firm, specialising in providing investment to high-growth and founder-led technology and service businesses across the UK and Ireland. The firm was founded in 2009, after a partner-led buy-out from Close Brothers. Many of its then eight portfolio companies were in the industrial products and services sectors, a strategy which has evolved over the 25 years of the firm's activities. Since that 2009 buy-out, the firm has launched three further funds, the most recent of which was Fund V, in 2021.



Public Sector Supplier Prospects 2024 and Beyond

DALE PETERS | REPORT | 10 APRIL 2024

This report should be read alongside our UK Public Sector Software and IT Services (SITS) Suppliers, Trends & Forecasts 2023-2026 report; UK Public Sector Predictions 2024, and individual subsector reports on the Central Government, Defence, Health, Local & Regional Government, Police, and Education SITS markets. In the following pages, we look at the Top 20 suppliers in the UK public sector SITS market. We review recent progress, look at the key market challenges and assess what suppliers need to do to maximise their potential in 2024 and beyond.



Version 1: Responsible AI and societal impact driving AI strategy

SIMON BAXTER | UKHOTVIEWSEXTRA | 7 APRIL 2024

Dublin headquartered Version 1 has a 25-year history of deploying IT services and software to the UK&I market. It has grown from c.1,600 people and revenue of €141m in 2020, to over 3,200 people and €350m in revenue in 2023. Like many other UK&I technology suppliers, Version 1 is looking to AI to drive the next stage of its growth. I recently caught up with CTO Brad Mallard, to understand more about how the company is developing AI solutions for customers, embedding AI across its existing business and driving internal transformation.



Datum: Quietly gaining ground

KATE HANAGHAN | UKHOTVIEWSEXTRA | 2 APRIL 2024

Farnborough-headquartered, Datum, is a small but very nicely formed data centre provider. With sites at both the Cody Technology Park in Farnborough and in Manchester (close to the Enterprise zone), the firm has a very impressive set of blue-chip clients. Around 75% of Datum's revenue comes from Enterprise customers, with a very nice spread of FTSE 100, FTSE 250, and Fortune 500 companies in its client portfolio. We've been tracking Datum for many years. In 2021, Datum was acquired by UBS Asset Management Real Estate & Private Markets - funded by shareholder debt rather than equity.



Atos FY23: Uncertainty on multiple fronts

GEORGINA O'TOOLE | UKHOTVIEWSEXTRA | 26 MARCH 2024



Atos' financial position is precarious. You'd have to have been living under a rock not to have picked up on that already. Today's financial results (for the year ending 31st December 2023) serve to put a bit more meat on the bone (see here in the UKHotViews archive and work back). In TechMarketView's latest research note, Chief Analyst, Georgina O'Toole, gives her view on the current situation, given recent developments, and what the future might hold for the French IT services company.



Motor Fuel Group: Modernising the forecourt experience

KATE HANAGHAN | REPORT | 21 MARCH 2023



This report provides an insight into Motor Fuel Group (MFG), the UK's largest independent forecourt operator. Its roots can be traced back to 2011 and it offers six major oil brands along with its own EV Power (electric vehicle) brand. Indeed, last year MFG announced that over 600 ultra-rapid electric vehicle chargers had been installed across its network, meaning it now has 5.4% of the Ultra-Rapid UK public charging network. IT Director, Paresh Patel, spoke to Chief Research Officer, Kate Hanaghan, about MFG's modernisation with partner, Graphite-backed MSP, Digital Space.



Oracle promises AI with everything, plus help to make the most of it

CRAIG WENTWORTH | UKHOTVIEWSEXTRA | 21 MARCH 2024



Craig recently attended the Oracle CloudWorld Tour in London at the end of last week, and whilst last year much of the focus was on Oracle's multi-cloud, partner-friendly credentials... this year was all about how AI is finding its way into a broad spectrum of Fusion SaaS applications. And how the company is making much more of its industry expertise to help its customers sweat more out of their Oracle assets. In our UKHotViewsExtra article Oracle promises AI with everything, plus help to make the most of it, subscribers to TechMarketView research services can learn about how Oracle's efforts to drive industry-specific AI and automation-fuelled transformations in its customers.



Velo's ESG journey with Sage Earth – a carbon accounting case study

CRAIG WENTWORTH | REPORT | 20 MARCH 2024



This case study report looks at how B2B marketing specialists Velo—in an industry still largely in the early stages of establishing its own sustainability best practices—has used the Sage Earth spend-based decarbonisation tool, not only to accelerate its own net zero ambitions, but also influence the behaviour of its clients and peers through greater transparency.



Re-use and re-imagination—Netcompany's Public Sector growth

CRAIG WENTWORTH | UKHOTVIEWSEXTRA | 18 MARCH 2024



TechMarketView recently sat down with Netcompany's Richard Davies (UK Country Managing Partner) and Matthew Rowe (Principal) to talk about the company's momentum in the public sector, and particularly how the Danish-founded company's focus on outcomes and principles of re-use are seeing it build on successes across Europe with new wins in the UK. Netcompany talks of the need for an "Agile 2.0" mindset, where concepts of re-use aren't restricted to code dev. In this UKHotViewsExtra article you will learn more about Netcompany's vision for modernisation of the public sector's "Cinderella Systems", and how its PULSE and AMPLIO platforms are being applied—both across continental Europe, and in UK regional government.

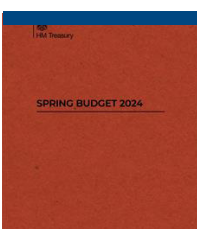


Quantum acceleration is on the horizon

SIMON BAXTER | REPORT | 7 MARCH 2024



Quantum computing and Artificial Intelligence (AI) are going to be two of the most disruptive fields of technological innovation over the next decade. In this report we will explore the latest developments in the field of quantum computing, the growing supplier landscape, challenges surrounding scale and skills, practical examples of getting value from quantum solutions, and the potential impact of the convergence of quantum computing with AI, a prospect that may be closer than you think. TechMarketView has also partnered with the Surrey Institute for People-Centred Artificial Intelligence to bring a unique perspective from academia, with Dr Andrew Rogoyski sharing his views on the skills we will need in the future and how to cultivate the right talent.

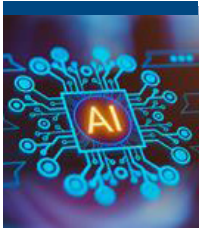


Spring Budget 2024: Challenging productivity goals

DALE PETERS | UKHOTVIEWSEXTRA | 7 MARCH 2024



The TechMarketView analyst team has been all over the Spring Budget 2024 announcement to bring our subscribers a range of insightful analysis, all available within UKHotViewsExtra. In a pre-General Election Budget, the Chancellor Jeremy Hunt, was keen to highlight that the plan for the UK's finances is on track and to set out a path to accelerated progress. But what does it all mean for the tech sector and its suppliers?



Further AI investments in Spring budget

SIMON BAXTER | UKHOTVIEWSEXTRA | 7 MARCH 2024

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AI will be central to the Government's push for higher productivity, including as part of the investments to modernise the NHS and drive further efficiencies in Policing. But in addition to the headline announcements in the Spring budget we also saw £100m of investment over the next five years for the Alan Turing Institute. The institute is the UK's national institute for AI and data science and often the UK face for AI development. Amidst high global demand for software engineers and programmers the UK needs to develop and attract AI talent if it wants to be competitive on the global stage, with the Chancellor keen to make the UK the next 'Silicon Valley'.



Spring Budget: Takeaways for the tech sector

TOLA SARGEANT | UKHOTVIEWSEXTRA | 6 MARCH 2024

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Chancellor Jeremy Hunt described today's Budget, delivered to a lively House of Commons, as a 'Budget for Long Term Growth'. In a speech that lasted over an hour, Hunt focused on plans to grow the economy and improve productivity with the longer-term goal a smaller state, driven by technology, and lower taxes. With the economic outlook giving him limited room for manoeuvre, and the key changes – including a 2p cut in National Insurance - widely pre-announced, there were few big surprises. Look beneath the covers though and there are some noteworthy developments which will be welcomed by the tech sector, but could Hunt have done more?



The UK Customer Experience Market 2023-2026

DUNCAN AITCHISON | REPORT | 5 MARCH 2024

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The UK Customer Experience (CX) Software and IT Services arena is now the focus for over a fifth of all SITS expenditure in this country and has become one of the most intensely competitive parts of the market. Success in the CX segment demands keeping pace with the rapidly evolving changes in buyer expectations, investment priorities and technology strategies. This report contains our estimates of the sizes and growth rates of the SITS CX market and its primary segments. We identify the key market shaping trends and lay-out the opportunities and challenges that lie ahead for suppliers seeking to prosper in this rapidly evolving space.



Inflation hiccup barely registers as tech stocks top their 2021 peak

TANIA WILSON | UKHOTVIEWSEXTRA | 4 MARCH 2024

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2024 has started in the same vein as 2023 concluded for tech stocks. February ended with the tech-focused NASDAQ up 6.1% month-on-month (MoM) and recording its highest close, as investors keep the faith with the AI investment boom. This is despite US inflation data, released mid-month, which was higher than expected and caused a wobble - before markets surged again. And it is belief in the future benefits of artificial intelligence which is the foundation of this market resilience, as investors continue to back the so-called Magnificent Seven (Microsoft, Apple, Nvidia, Amazon, Alphabet/Google, Meta/Facebook and Tesla) in their investment in AI.



IndustryViews Corporate Activity Q4 2023

TANIA WILSON | REPORT | 26 FEBRUARY 2024

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Merger and acquisition (M&A) activity in the UK software and IT services (SITS) sector reversed several quarters of decline in Q4, with an uptick in both acquisitions by and sales of UK SITS companies. This is according to data from Silverpeak, the mid-market technology specialists that represent European growth businesses in M&A and financing transactions. There were 77 acquisitions by and 75 sales of UK SITS companies in Q3 2023, compared to 62 and 68 respectively in Q3. Analysis of the data shows that most of the upturn is accounted for in intra-UK deals. See more in this edition of IndustryViews Corporate Activity, our quarterly review of UK SITS M&A.



Temenos delivers strong growth and a robust rebuttal

JON C DAVIES | UKHOTVIEWSEXTRA | 22 FEBRUARY 2024

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Leading banking software provider, Temenos, hosted its annual Capital Markets Day in London in February, with the event following the release of the company's latest full-year results. The financials for the twelve months ended 31 December 2023 comfortably exceeded Temenos' previous guidance with Annual Recurring Revenue (ARR) up 16% to \$730m and total revenue up 5% to \$1bn. Software licensing was up 10% at \$443m, SaaS was up 25% at \$205.1m and subscription revenue was up 52% at \$160.4m. Meanwhile, Temenos delivered EBIT of \$199.4m (representing growth of 22%) and Free Cash Flow of \$243m (up 26%).



SMB productivity: Driving value through modernisation

KATE HANAGHAN | REPORT | 20 FEBRUARY 2024

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This research profiles SMB (Small and Medium sized Businesses) buyers to understand whether their tech investments have led to improved productivity. We explain that productivity growth is a challenge for firms of all sizes – and has been for some time. Implementing the right technologies in the right way can help, but SMBs face their own set of very specific challenges. They don't always have dedicated IT expertise, meaning they can be late to adopt technological advancements.