Research Summary July 2021

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KEY
- Foundation Service
- PublicSectorViews
- FinancialServicesViews
- TechSectorViews
- Available in all streams
- Tech User Programme

UK Infrastructure Operations Supplier Rankings 2021
Kate Hanaghan | Report | 30-July-2021

This report contains the Top 20 Supplier Ranking (by revenue) for the UK Infrastructure Operations market. It is part of a series of reports assessing market and supplier performance that includes Infrastructure Operations Market Trends & Forecasts and Infrastructure Operations Supplier Prospects reports. Revenues presented in this report are based on TechMarketView’s own estimates, following our analysis of annual performance for the financial year ending between 1st April 2020 and 31st March 2021.

Infrastructure Operations Supplier Prospects 2021 & beyond
Kate Hanaghan | Report | 30-July-2021

In “Infrastructure Operations Supplier Prospects 2021 & beyond”, we look at the Top Ten leading players (by revenue) in the UK Infrastructure Operations market and assess what they will need to do to be successful this year and beyond. We also provide our analysis of the potential hurdles that will prevent suppliers reaching their potential in the short and mid-term.

Embark deal highlights increasing role of technology in UK wealth management
Jon C Davies | UKHotViews Extra | 30-July-2021

Lloyds Banking Group (LBG) has announced a deal to acquire digital wealth management specialist, Embark Group for £390m. The “robo-adviser” platform currently has around 425k retail customers and more than £40bn of assets under administration. This UKHotViews Extra highlights the increasing role of technology in UK wealth management examines the acquisition and explores some of the other activity taking place in the sector, driven by the influence of technology.

IndustryViews Quoted Sector Q2 2021
Tania Wilson | Report | 29-July-2021

Our quarterly review of the UK software and IT services quoted sector with comparative share price performance against leading international software and IT services stocks.

BT expands Microsoft voice/security partnership to boost collaborative workspace proposition
Martin Courtney | UKHotViews Extra | 29-July-2021

An updated alliance with Microsoft around managed voice and cyber security services could help BT reverse the ongoing decline of its Enterprise and Global businesses, which together saw their combined revenue shrink 11.5% year on year in the quarter ending June 2021 according to a trading update. The collaboration sets a firm foundation for the provision of flexible, secure collaborative workspace solutions.

Interview: Francesca Howland, Founder & CEO, Bimble
Anthony Miller | UKHotViews Extra | 28-July-2021

When Anthony Miller wrote about Oxford-based Bimble a couple of weeks back, he was curious about the business model as there was no obvious source of revenue. He recently caught up with founding CEO, Francesca Howland, who was keen to explain. Bimble is a community portal where people can share their favourite places (e.g. restaurants, shops, locations, etc) with the wider world. It is free to use, and the venues mentioned don’t pay anything – yet.

Not sure how to access the research? Contact Belinda Tewson btewson@techmarketview.com
UK Solutions Supplier Rankings 2021
This report contains the Top 20 Supplier Ranking (by revenue) for the UK Solutions market. It is part of a series of reports assessing market and supplier performance that includes Solutions Market Trends & Forecasts and Supplier Prospects reports, due for publication later in 2021. Revenues presented in this report are based on TechMarketView’s own estimates, following our analysis of annual performance for each company for the financial year ending between 1st April 2020 and 31st March 2021.

Cyber security in the public sector
The UK public sector is a unique and important market for cyber security products and services. This report analyses the particular threats and vulnerabilities that public bodies must respond to, considering each sub-sector separately, along with current cyber security policy and procurement trends. It provides a list of top suppliers, an estimate of the current market size and recommendations for cyber security suppliers wishing to work with the public sector.

Foundation SP starts its investor journey
We last wrote about Foundation SP in December after it secured funding from LDC to support its bold organic growth strategy. With LDC’s backing, the aim is to expand its client base, add to its suite of digital software and services, and consider complementary acquisitions. Half a year on, we caught up with Simon Grosse, Foundation SP’s CEO, and Tim Ebenezer, COO.

UK Enterprise Software Supplier Ranking 2021
This report contains the Top 20 Supplier Ranking (by revenue) for the UK Enterprise Software market. It is part of a series of reports assessing market and supplier performance that include Enterprise Software Market Trends & Forecasts andSupplier Prospects reports, due for publication later in 2021. The report shows how performance varied across the Top 20 software suppliers and highlights the factors impacting the market during 2021 and beyond.

Momentum builds for Temenos as banking market accelerates
Banking software specialist, Temenos, has published an impressive set of H1 results, highlighting excellent performance YTD amid improving market conditions. The Swiss vendor reported total global revenue of $445.4m, up 11.1% YTD. Momentum builds for Temenos as banking market accelerates explore the factors behind Temenos’ current success and examines the changes in the market for banking technology and how vendors in this sector might respond.

Recently acquired SSP’s new CEO takes the helm
UK insurance software vendor and broker market specialist, SSP, has taken another key step on its recovery journey with the appointment of a new CEO, Colin Greenhill, who took office on 12 July. The SSP story is an intriguing one. For around 15 years, SSP enjoyed strong growth, however, following an MBO in 2015, a series of damaging system outages occurred in 2016, denting the company’s fortunes and impairing its reputation amongst its clients and prospects.

Atos Digital Hub launched
Over two days of Atos Technology Days we learnt of the next evolution in Atos’ strategy. In line with TechMarketView’s ‘Reset & Reimagine’ research theme, the company is drawing on its years of investment in cloud, digital, security, and decarbonisation, and turning its attention to ‘digital platforms’. The move answers end user demands for an accelerated journey to digital, more easily consumable products and services, and the desire to leverage the value of data across their ecosystems.

The three Cs driving change across financial markets
The financial markets sector currently accounts for around 17% of all SITS spend within UK financial services and in 2020 was worth in excess of £22bn. Against this backdrop, technology innovation is increasingly driving change as firms look to improve competitiveness via operational efficiency, ensure regulatory compliance and reduce costs, in particular in respect of post-trade processes.

Share Performance in June 21
Any fears that tech was in for a “correction” certainly did not come to pass in June 21. NASDAQ had a stonkingly good month – rising another 5.1% making it a 12.7% gain in 2021 YTD. This compared to a flat-lining FTSE100 (up 8.9% YTD). It wasn’t quite so good for tech here in the UK with Techmark 100 flat-lining (up 8.2% YTD) and the FTSE IT index up 4.7% (14.2% YTD). However, there is a general feeling of optimism that the US and UK are emerging out of the darkness of C-19.
The Wealth Management Challenge

The UK wealth management SITS sector has recently witnessed significant activity as the pandemic has added to the existing forces that are already helping to drive change in the market. This report explores some of the current business priorities impacting firms and examines the major factors influencing decisions around technology investments. The commentary also discusses the effect of the coronavirus pandemic and the influence that COVID-19 has had on wealth management, innovation in the sector and the pace of change.

UK SITS Supplier Rankings 2021

Dig into TechMarketView’s authoritative annual keynote report ranking the leading suppliers of software, IT services and business process services to the UK market. The TechMarketView analyst team has ‘sliced and diced’ the performance of well over 200 companies operating in the UK Software and IT Services market. Our research shows that the Top 60 players in aggregate achieved very modest revenue growth in 2020.

Servelec: Connecting Communities Through Digital Care

Servelec has recently undergone a period of restructuring and divestments. It has a new leadership team in place and a much clearer focus—connecting communities through digital care. We caught up with CEO Ian Crichton and CFO Simon Belfer about the changes in the business. Here we look at the history of Servelec, how it has restructured, its strategy and product mix, its financial performance in 2020, and its prospects for the future.

UK SITS Market Trends and Forecasts 2021

Delve into TechMarketView’s annual report on the trends and forecasts in the UK Software and IT Services market. The report contains detailed data by type of service/software but also for every vertical industry, based on months of research by the TechMarketView team. Analysts have spoken to a wide array of suppliers and buyers to understand their perspectives and experiences and crunched large amounts of data to create what we believe is the most reliable and comprehensive view of the market.

Inspiration for the future.

Performance in 2020, and its prospects

Servelec has recently undergone a period of restructuring and divestments. It has a new leadership team in place and a much clearer focus—connecting communities through digital care. We caught up with CEO Ian Crichton and CFO Simon Belfer about the changes in the business. Here we look at the history of Servelec, how it has restructured, its strategy and product mix, its financial performance in 2020, and its prospects for the future.

Emerging Tech Spotlight: Developments in Augmented Intelligence

Artificial Intelligence and Augmented Intelligence – what’s the difference and why does it matter? The bottom line is that on a technical basis there is little between the two, the meaningful difference lies in intent and usage. This is what will help drive adoption of both types of ‘intelligence’, especially now that the ‘future of work’ discussions that are already high on the agenda are garnering even more attention with the prospective removal of most COVID restrictions on 19 July 2021.

Version 1: an expanding local government footprint

Version 1 has mainly targeted central government for its application modernisation, cloud engineering and migration, data and analytics, ERP transformation, and managed service offerings. Its presence in UK local government is small, but it has recently secured some big contracts and has ambitions in this part of the public sector. Here, we take a closer look at Version 1’s performance and prospects in local government.

IndustryViews Venture Capital Q1 2021

Q1 2021 was the busiest quarter on record for VC investment into tech companies in the UK and Ireland, according to data from Corporate Finance firm Ascendant. Compared to Q1 2020, the volume of deals over £500k was up 20% (to 334) and the value of those deals increased by 62% (to £3,946m). The latest edition of IndustryViews Venture Capital has more detail, along with commentary on selected UK tech venture funding deals.

A new data strategy for health and care

The Department for Health and Social Care (DHSC) and NHSX have published a new draft data strategy for health and care. The Data saves lives: reshaping health and social care with data strategy is intended to help unite the health data ecosystem and has important implications for software and IT services suppliers operating across health and local government.
EIS discovers an industry eager to change

Until recently, it was perhaps true to say that the insurance sector was somewhere around 2 or 3 years behind the curve in terms of digital transformation. However, the pace of change in the insurance sector has accelerated considerably and the gap has closed markedly. Following its rapid growth, I recently caught up with Alec Miloslavsky, the founder and CEO of SaaS insurance software specialist EIS.

AI Award funding gives boost to AI in NHS

The use of artificial intelligence in health and care in the UK got another boost this week as Health and Social Care Secretary Matt Hancock announced the winners of the second wave of NHS AI Lab’s AI in Health and Care Award. In this phase, 38 innovative projects will share £36m in funding and, importantly, be supported to test and deploy their solutions in the NHS.

Micro Focus: direction, imperatives and relevance

Recently Micro Focus released an H1 trading update pointing to positive progress from its recovery programme, and deliver its Universe customer conference where it positioned its strategy and products in the context of market trends and customer needs. Following some tough years that included work on the troublesome HPE Software integration programme, now is a good time to look at what the company stands for and what it can offer partners and customers.

Digital Marketplace Review 2020-21

TechMarketView’s Digital Marketplace Review 2020-21 research reveals spend through the two Crown Commercial Service (CCS) frameworks: G-Cloud and Digital Outcomes & Specialists (DOS) was up 29% to £3.2bn, with G-Cloud accounting for 72% and DOS the remaining 28%. Spend on G-Cloud was up 40% year-on-year to £2.4bn, but the performance of the DOS framework was more subdued—up 8% to £895m.

EU Cloud Code of Conduct gets initial DPA approval

The European Union’s Cloud Code of Conduct (CoC) has inched ahead in the race for pan-European adoption after a “favourable opinion” by the European Data Protection Board (EDPB) was followed by formal approval from the Belgian Data Protection Authority (DPA). It remains to be seen which other member state DPAs and cloud service providers (CSPs) now move to embrace the code and how soon amendments covering the transfer of personal data to third party, non-EU countries like the post-Brexit UK can be formulated and certified.

Three low code takeaways from Appian World

Appian held its (virtual) World conference recently and for those following the rise of low code development there were three notable takeaways. In addition to marking strategic moves for Appian, they also throw light on emerging trends across the wider low code sector. With low code data integration, low code RPA including computer vision, and a new benchmarking tool, frontiers are being pushed outwards and changing the low code value proposition.

OffshoreViews Q1 2021 Review

March marks the end of the financial year for the top tier India-headquartered IT services firms so in this edition of OffshoreViews we review their financial performance in the UK market. No prizes for guessing who wins the crown! OffshoreViews also includes our regular summary of the top-tier and mid-tier Indian Heritage Provider (IHP) reporting season, along with insightful charts showing multyear trends for the Top Tier players and a clickable index to relevant UKHotView posts.
Industry Views Corporate Activity Q1 2021

Merger and acquisition activity in the UK software and IT services (SITS) sector continued to increase during Q1 2021, according to data from technology investment bank Silverpeak. See more in this edition of Industry Views Corporate Activity, our quarterly review of the UK software & IT services M&A scene.

CDDO tackling the biggest barriers to UK Government digital progression

The Institute for Government (IfG) recently hosted an event entitled ‘Future Digital Government’ with speakers including Paul Wilmott (Chair of the Central Digital and Data Office, CDDO), Jo Davinson (Executive Director, CDDO), and Tom Read (CEO, Government Digital Service). The CDDO was established in January this year. And, four months in, the event allowed the trio to shed more light on priority focus areas.

Share Performance in April 21

April was the month when Big Tech announced its Q1 results. It really was a ‘Bumper Quarter’ which saw the NASDAQ surge by 5.6% (up 8.8% YTD). The FTSE100 couldn’t quite keep up the pace this month. The FTSE Telecomm Index rose by 4.3% (an even higher +15.2% YTD). Mainly on the back of BT which rose 6.5% (+24.7% YTD). The FTSE SCS Index – which monitors the UK quoted software & IT services stocks that we follow – was up an impressive 6.5% (+11.2% YTD). Big Tech has had a ‘Blow out quarter’.

Cyber Security Supplier Prospects 2021 and Beyond

This report takes a detailed look at the Top Ten leading suppliers (by revenue) of enterprise cyber security products and services to UK customers and assesses what they need to do to be successful in 2021 and beyond. We also provide our analysis of the potential hurdles that will prevent suppliers reaching their potential in the short and mid-term.