KEY **FS** FOUNDATION SERVICE **PSV** PUBLICSECTOR*VIEWS* **FSV** FINANCIALSERVICES*VIEWS* **TSV** TECHSECTOR*VIEWS* **SV** SUSTAINABILITY*VIEWS* **TUP** TECH USER PROGRAMME **HVX** UKHOT*VIEWS*EXTRA

Microsoft Q125: AI continues to boost Cloud revenues
HVX — READ MORE

SIMON BAXTER | UKHOTVIEWSEXTRA | 31 OCTOBER 2024

Microsoft posted a solid start to FY25 with its AI business on track to surpass an annual revenue run rate of $10 billion next quarter, which will make it the fastest business in the company's history to reach this milestone. AI (including its partnership and investment in LLM supplier OpenAI) remains central to Microsoft's plans across all areas of its business and continues to act as an accelerator for growth. Its various flavours of Copilot are all growing in high double digits, with a positive knock-on effect for demand across hybrid cloud, analytics and low code business technologies. Read our further analysis here.

Autumn Budget: UK SITS market and sustainability
HVX — READ MORE

DUNCAN AITCHISON | UKHOTVIEWSEXTRA | 31 OCTOBER 2024

The first budget of the new Parliament saw Chancellor Rachel Reeves raise taxes by £40.1bn a year in 2028-29 to help deliver the government's plans for economic stability and boost public investment. In this Autumn Budget: UK SITS market and sustainability article we look at how measures put forward by the Chancellor are likely to impact both overall demand going forward and the shape of sustainability agenda in the UK.

Autumn Budget: A technology-enabled future on the horizon
HVX — READ MORE

DALE PETERS | UKHOTVIEWSEXTRA | 31 OCTOBER 2024

In this companion piece to the Autumn Budget: UK SITS market and sustainability insights, we explore how the Budget – which saw significant increases in departmental spending limits - will shape technology adoption in public services. Digital technologies will be expected to facilitate many of the changes required to deliver the government's plans for reform. However, much of the detail about what exactly this will entail was put off until spring 2025 with the promise of a new technology-enabled settlement for public services.

UK Enterprise Software: Suppliers, Trends, and Forecasts 2024
TSV — READ MORE

ANGELA EAGER | REPORT | 29 OCTOBER 2024

This report details TechMarketView's latest market size and growth data for the UK Enterprise Software market. It provides expert analysis of the key trends that are shaping the market, providing insights for suppliers. There are also recommendations and advice for vendors, making this research both informative and practical. In addition, the report contains commentary on the Top 20 suppliers.

Highlights from AI Sector study
HVX — READ MORE

SIMON BAXTER | UKHOTVIEWSEXTRA | 24 OCTOBER 2024

The Department for Science, Innovation and Technology (DSIT) has released its 2nd iteration of the UK AI sector study yesterday, giving us some insight into the current growth and composition of the UK AI market. According to the latest stats there are now more than 3,000 AI companies in the UK, generating more than £10bn in revenues, employing more than 60,000 people in AI related roles, and contributing £5.8bn in Gross Value Added (GVA). Compared to the 2022 study, aggregate numbers of AI companies, revenues, employment and GVA are all higher in 2023.

UK Insurance SITS Suppliers, Trends and Forecasts 2024
FSV — READ MORE

JON C DAVIES | REPORT | 22 OCTOBER 2024

This report provides details of TechMarketView's latest analysis of software and IT services (SITS) expenditure in the UK Insurance sector. The document contains our forecasts for how the market is expected to perform over the period 2024-2027. The report also contains an update to our UK Insurance SITS supplier rankings, based on the latest available financial information and incorporates data up to the end of June 2024, where available.
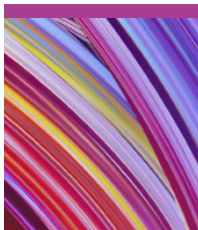

The green, green growth at home – techUK's Tech and Net Zero conference
CRAIG WENTWORTH | UKHOTVIEWSEXTRA | 18 OCTOBER 2024

HVX | READ MORE

techUK held its annual Tech and Net Zero conference earlier this week, bringing together technology practitioners and policy advisors for a day of sessions looking at how the tech sector is approaching net zero in its own back yard, and also how it's helping to deliver net zero improvements for customers in other industries. Many of the sessions explored access to greener energy to fuel tech's contribution to the UK's economic growth, but also with concerns about the impact (especially of AI) on demand for compute and storage infrastructure.

UK Education Suppliers, Trends & Forecasts 2024
CRAIG WENTWORTH | REPORT | 16 OCTOBER 2024

PSV | READ MORE

This report provides TechMarketView's view of the UK Education Software and IT Services (SITS) market from a market and supplier perspective. The report includes TechMarketView's Top 10 Education SITS rankings for 2023, as well as our view of those suppliers that are 'on the rise' and, therefore, threatening to unseat the leading players, and a handpicked selection of suppliers that are worth keeping a close eye on, due to their renewed interest in the sector, recent successes, or differentiated approach.

£6.3bn investment in UK data centres to power AI innovation
SIMON BAXTER | UKHOTVIEWSEXTRA | 15 OCTOBER 2024

HVX | READ MORE

The UK government has announced £6.3bn of foreign investment into UK Data centre infrastructure, as part of a total £63bn in private investment committed at the International Investment Summit. The new data centre investment will provide the UK with more computing power and data storage, so that Britain has the necessary infrastructure to train and deploy the next generation of AI technologies.

The Accountancy Industry's Automation Revolution
MARC HARDWICK | UKHOTVIEWSEXTRA | 10 OCTOBER 2024

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The accountancy industry is at a critical juncture, facing a perfect storm of challenges that threaten to undermine its traditional business model. Productivity challenges, talent shortages, and increasing work demands are forcing firms to reassess their operations and seek innovative solutions. I spoke recently with Andrew Guy (pictured), CEO and founder of niche Accountancy Automation specialist FD Intelligence, to understand how and why intelligent automation is being adopted in the accounting sector.

Cognizant UK positions for growth
DUNCAN AITCHISON | UKHOTVIEWSEXTRA | 4 OCTOBER 2024

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Earlier this month Duncan had the pleasure of spending some time with Cognizant at their UK Analyst & Advisor Summit event in London. The firm has been having a tougher time of it for the last eighteen months or so, albeit the company's latest set of quarterly results both saw an acceleration in sequential revenue growth and pointed to an improving outlook for the remainder of the year. Although reporting that both the strong trading headwinds in this country persist and client purse strings around discretionary expenditure here remain tightly drawn, UK Head, Rohit Gupta had positive news to report. There have been notable recent successes on the large deal front here.

Roc targets growth via four big bets
MARC HARDWICK | UKHOTVIEWSEXTRA | 3 OCTOBER 2024

HVX | READ MORE

Marc recently caught up with Simon Furber, his ex-Capita colleague and newish CEO of Roc Technologies, the Greenham Common-based IT and managed services provider, to hear about their plans for growth via a differentiated offer. Furber is an experienced tech CEO and CFO with 30 odd years' experience in senior roles behind him, including with the likes of Capita IT Services, Call Centre Technology, Harmony Fire and Cloud Direct, before taking over the reins at Roc early this year. Read more about our views on Roc Technologies in an expanded UKHotViewsExtra article here.

Totally Sust #4: River Deep Mountain AI (Cognizant Ocean & Northumbrian Water)
CRAIG WENTWORTH | PODCAST | 3 OCTOBER 2024

SV | LISTEN HERE

The fourth episode in TechMarketView's Totally Sust podcast series features an interview with Stig Martin Fiskå (Global Head of Cognizant Ocean) and Nigel Watson (Chief Information Officer at Northumbrian Water). Hear the full version of the podcast with lead analyst Craig Wentworth about how the "River Deep Mountain AI" project is leveraging AI and machine learning techniques to develop open source, scalable, digital models that track river health trends and the pollution patterns associated with storm overflows, agriculture and road run-offs.

Is AI the fuel that will power Altimetrik's market push?

HVX · READ MORE

JON C DAVIES | UKHOTVIEWSEXTRA | 2 OCTOBER 2024

Jon recently caught up with Vikas "Vik" Krishan, Chief Digital Business Officer and Head of UK and EMEA, at US-headquartered technology company, Altimetrik. Vik was in London for a few days before flying out to India, for a leadership meeting, and among other things we spoke about Altimetrik's push into Europe off the back of its recently completed strategic investment from US private equity firm, TPG Capital. This latest HotViewsExtra explores Altimetrik's market priorities and Krishan's views on the prospects and opportunities around AI in the Financial Services sector.

Tech Confidence Index 2024

PSV HVX FS SV FSV TUP TSV · DOWNLOAD FOR FREE

TECHMARKETVIEW ANALYST TEAM | REPORT | 25 SEPTEMBER 2024

Tech Confidence Index (TCI) is a new initiative launched in 2024, with a goal to create a bellwether for the state and prospects of the UK tech sector. This six-monthly survey of UK technology sector leaders is tracking the confidence of the UK technology scene to help both Software & IT Services (SITS) suppliers and end users understand market sentiment, whilst planning and preparing for the period ahead. This first edition of the TCI includes the results of a major survey of c.250 business leaders, including CEOs, VPs, MDs and Sales and Finance heads, serving all major SITS sectors and end user industries.

G-Cloud - Framework Spending Review 2023-24

PSV · READ MORE

DALE PETERS | REPORT | 23 SEPTEMBER 2024

This data-driven report reviews G-Cloud sales figures covering the financial year 2023-24. It includes analysis of lots, supplier size, leading suppliers and buyers, and subsector (central government, defence, health etc.) variability.

Sustainability Technology Activity Index Q1 2024

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CRAIG WENTWORTH | REPORT | 20 SEPTEMBER 2024

The Sustainability Technology Activity Index is TechMarketView's unique take on the sustainability technology landscape. The Index analyses how emerging and enabling technologies (such as AI, IoT, cloud, blockchain, 5G, etc.) are being used worldwide in a variety of environmental sustainability use case areas; capturing data about project milestones, partner involvement, and product launches, spanning activities in ESG reporting, nature monitoring, supply chain innovations, the circular economy, smart buildings, micromobility, energy grids, and carbon removal (to name a few).

Digital Specialists - Framework Spending Review 2023-24

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DALE PETERS | REPORT | 19 SEPTEMBER 2024

This data-driven report reviews Digital Specialists (Digital Outcomes & Specialists, Digital Outcomes 6 and Digital Specialists & Programmes) sales figures covering the financial year 2023-24. It includes analysis of lots, supplier size, leading suppliers and buyers, and subsector (central government, defence, health etc.) variability.

UK Central Government Suppliers, Trends & Forecasts 2024

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GEORGINA O'TOOLE | REPORT | 19 SEPTEMBER 2024

This report provides TechMarketView's view of the UK Central Government Software and IT Services (SITS) market from a market and supplier perspective. The report includes TechMarketView's Top 20 Central Government SITS rankings for 2023, as well as our view of those suppliers that are 'on the rise' and, therefore, threatening to unseat the leading players, and a handpicked selection of suppliers that are worth keeping a close eye on, due to their renewed interest in the sector, recent successes, or differentiated approach.

techUK Building the Smarter State – reflections and future directions

HVX · READ MORE

CRAIG WENTWORTH | UKHOTVIEWSEXTRA | 16 SEPTEMBER 2024

techUK recently held its annual Building the Smarter State conference. The event – now celebrating its tenth anniversary – is an opportunity for public sector digital leaders and tech industry insiders to showcase how technology is shaping today's (and tomorrow's) public services. Being a milestone anniversary gathering, it was inevitable that a number of sessions reflected on the past ten years of digital government as much as they provided a look-ahead to the challenges to come, with speakers and panelists considering how government departments and agencies might best work together to deliver "mission-led government" digital services.

UK BPS Operations Market: Suppliers, Trends, and Forecasts 2024

TSV READ MORE

MARC HARDWICK | REPORT | 13 SEPTEMBER 2024

This report details TechMarketView's latest market size and growth data for the UK SITS Business Process Services (BPS) Operations market. It provides expert analysis of the key trends that are shaping the market, providing insights for BPS suppliers. There are also recommendations and advice for vendors, making this research both informative and practical. In addition, the report contains a Top 20 Supplier Ranking by UK BPS Operations revenue, together with commentary on the up- and-coming players making noteworthy progress in this space.

Civil Service Data Challenge: Winner revealed

HVX READ MORE

GEORGINA O'TOOLE | UKHOTVIEWSEXTRA | 13 SEPTEMBER 2024

This article covers the Civil Service Data Challenge 2024, a competition for UK civil servants to propose data-driven solutions to government issues. The winner, Project Constellation, addresses prison overcrowding through optimised cell allocation. The piece highlights the competition's role in fostering innovation and discusses the need for better sharing of solutions across government departments.

UK Banking SITS Suppliers Trends and Forecasts 2024

FSV READ MORE

JON C DAVIES | REPORT | 12 SEPTEMBER 2024

This report provides details of TechMarketView's latest analysis of software and IT services (SITS) expenditure in the UK Banking sector. The document contains our forecasts for how the market is expected to perform over the period 2024-2027. The report also contains an update to our UK Banking SITS supplier rankings, based on the latest available financial information and incorporates data up to the end of June 2024, where available.

A Major Tilt Towards Technology in the NHS

HVX READ MORE

DALE PETERS | UKHOTVIEWSEXTRA | 12 SEPTEMBER 2024

This article examines Prime Minister Starmer's ambitious plan to reform the NHS, informed by Lord Darzi's recent investigation. It explores the proposed 10-year strategy, which emphasises digitalisation, community-based care, and preventative health. The analysis highlights the critical role of technology in the NHS's future, including the potential of data utilisation and AI. While noting these priorities aren't novel, the article discusses why previous reform attempts have fallen short and considers the challenges ahead in implementing such sweeping changes across the health service.

Trustmarque: The Optimisation Partner

HVX READ MORE

GEORGINA O'TOOLE | UKHOTVIEWSEXTRA | 5 SEPTEMBER 2024

This article examines Trustmarque's evolution into an 'Optimisation Partner' for its clients. It highlights the company's 21% revenue growth to £609m in 2023, strategic leadership changes, and investments in areas like cybersecurity and AI-powered platforms. The piece outlines Trustmarque's five strategic objectives for FY24 and discusses the challenges of balancing rapid growth with maintaining service quality and client satisfaction.

UK SITS Solutions Market: Suppliers, Trends, and Forecasts 2023–2027

TSV READ MORE

MARC HARDWICK | REPORT | 3 SEPTEMBER 2024

This report details TechMarketView's latest market size and growth data for the UK SITS Solutions market. It provides expert analysis of the key trends that are shaping the market, providing insights for Solutions suppliers. There are also recommendations and advice for vendors, making this research both informative and practical. In addition, the report contains a Top 20 Supplier Ranking by UK Solutions revenue, together with commentary on the up-and-coming players making noteworthy progress in this space.

UK Applications Operations Market: Suppliers, Trends and Forecasts 2024

TSV READ MORE

DUNCAN AITCHISON | REPORT | 29 AUGUST 2024

This report details TechMarketView's latest market size and growth data for UK SITS Applications Operations services. It provides expert analysis of the key trends that are shaping the market, providing insights for suppliers operating in this segment. The report also contains the Top 20 Supplier Ranking (by revenue) for the UK Applications Operations market, together with commentary on the up-and-coming players making noteworthy progress in this most competitive of arenas.

Public Sector Software & IT Services Suppliers, Trends & Forecasts 2024–27

DALE PETERS, CRAIG WENTWORTH, GEORGINA O'TOOLE | REPORT | 28 AUGUST 2024

This report consolidates TechMarketView's analysis of the UK public sector software and IT services (SITS) market in 2023 and forecasts how the market will perform over the period 2024-27. It also contains an update to our UK public sector SITS Top 20 supplier rankings based on the latest available financial information (as at end of June 2024). Top 20 rankings for central government and Top 10 rankings for each of the remaining subsectors (local government, health, education, police and defence) are also provided.

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OneID: Regulatory Reform to Boost Adoption of Digital Identity Services

SIMON BAXTER | UKHOTVIEWSEXTRA | 26 AUGUST 2024

UK startup OneID is seeking to establish itself as one of the primary providers of digital identify services. Its unique approach involves using banks as a means to verify a person's identity, sparing consumers (and businesses) from the laborious task of submitting and reviewing passports and other identity documents. Simon recently caught up with OneID CEO Paula Sussex, along with Keith Mabbit (CCO), Stuart Kempster (CPO) and Adrian Field (Director of Market Development), to understand how the adoption of digital identity services has progressed over the past year, why changes in regulation are driving growth, and what this means for the future of OneID.
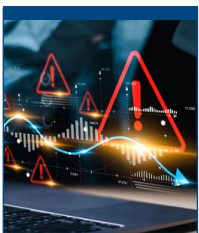
HVX | READ MORE

UK Cybersecurity: Suppliers, Trends and Forecasts 2024

SIMON BAXTER | REPORT | 22 AUGUST 2024

The 2024 version of the UK Cybersecurity: Suppliers, Trends, and Forecasts report includes our latest market size and forecast data, alongside analysis of the market dynamics over the past 12 months, and the key trends that will shape the market to 2027. The report also contains rankings for the Top 20 Cybersecurity suppliers & Top 15 UK Cybersecurity services providers (by revenue) for the UK market, together with commentary on the performance of SME suppliers and innovative startups that you need to have on your radar.

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View from the Chief Analyst: The tech market story so far in 2024

GEORGINA O'TOOLE | UKHOTVIEWSEXTRA | 21 AUGUST 2024

As we make our way through the summer months, UKHotViews has been filled with financial results from the tech companies covering the first half of this calendar year. Those results provide a good opportunity to assess how the GenAI story is playing out. We have spent some time analysing results from the 40+ companies that have landed so far. The list includes a mix of large multinational corporations (like Amazon, Microsoft, Atos, and Capgemini), mid-sized companies (like Mastek, Coforge, and Sage), and smaller specialised firms across various sectors of the tech industry (the likes of TPXimpact, Made Tech, and K3 Business Technologies).

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AI in Financial Services - "Where the rubber hits the road"

JON C DAVIES | REPORT | 14 AUGUST 2024

For those seeking a better understanding of AI's current, real-world potential within the Financial Services sector, this report explores some of the established applications of this technology alongside a selection of the many emerging use cases. The document also highlights a number of the innovative technology providers that have brought new solutions to market in these areas.

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OpenDialog: Conversational AI for Regulated Industries

SIMON BAXTER | UKHOTVIEWSEXRA | 12 AUGUST 2024

UK startup OpenDialog has developed a conversational AI platform enabling organisations in regulated industries to incorporate the latest GenAI LLM models into their processes safely and with full transparency. Simon recently caught up with Chief Customer Officer, Danny Major, and CEO Terry Walby, to understand more about the growth of the business so far, and how it is seeking to stand out in a crowded market for conversational AI suppliers. In this UKHotViewsExtra article, we explore how conversational AI can be delivered in regulated environments, how OpenDialog is differentiating through explainability and interoperability and what (if anything) is holding back AI.

HVX | READ MORE

Operational Technology (OT) Cybersecurity: Market Trends & Suppliers 2024

SIMON BAXTER | REPORT | 8 AUGUST 2024

This report forms part of TechMarketView's coverage of the UK Cybersecurity market and takes a deeper dive into the current trends and suppliers focused on the provision of security for Operational Technology (OT). For a long time, the domains of IT and Operational Technology (OT) systems have remained separate, but these two distinct areas are beginning to blur together, and in doing so are bringing a new security threat to organisations that few are prepared for.

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