

# FinancialServicesViews

FinancialServicesViews is a dedicated research stream from TechMarketView (TMV) focused on the supply of software and IT services (SITS) to the UK Financial Services sector (banking, financial markets and insurance businesses). The Financial Services sector is the largest buyer of software and IT services in the private sector.

Many of the largest vendors in the SITS industry generate over one quarter of their revenue from this sector and there are many mid-size and smaller companies who are almost entirely dependent on customers in Banking, Financial Markets and Insurance. This sector is home for some of the most innovative and leading -edge suppliers as financial services companies seek to use technology to generate real competitive advantage and faster profits growth. The technology underpinning this global sector is having to evolve more quickly than in any other area, as end-customers demand better service, through more channels and devices from their financial services providers and as regulators impose ever more scrutiny. Despite the sector being the focus of intense activity however, there is a lack of quality, independent research, probably due to the secrecy of many of the buyers, the complexity of the markets and the speed of change.



FinancialServicesViews is led by research director, Peter Roe, who has over 20 years' of experience in Financial Markets, working with major banks and brokers and more than 10 years in the IT and Telecoms industry.

FinancialServicesViews provides commentary on key suppliers in the market, identifying 'hot spots', and highlighting potential success and failures of business models and strategies of individual vendor companies. TechMarketView's FinancialServicesViews research is closely linked to our broad coverage of the UK SITS market, drawing on the expertise of the other TMV research directors, who contribute research to the stream in their specialist areas.

## A FinancialServicesViews subscription includes...

A subscription to FinancialServicesViews provides online access to all the financial services sector related research that TechMarketView publishes throughout the year. This comprises:

### Core research

Annual in-depth reports including:

- **UK Financial Services SITS Market Trends & Forecasts** – generates clear estimates of the size and growth of the UK market for Software and IT services in the Financial Services sector (FS SITS), complementing the well-regarded TechMarketView Asset-Led Market Model (ALMM).
- **UK Financial Services SITS Supplier Landscape** – provides ranking and analysis of the leading SITS suppliers to Financial Services in the UK market, including both the largest companies and of specialist companies targeting the sector. The report provides detailed assessments of their strengths and weaknesses as well as opportunities and threats.

### Hot topic research

Regular research reports and notes examine 'hot topics' in the UK Financial Services SITS market. Through these we have the flexibility to address issues that are important to our subscribers as they arise, providing timely insight and analysis.

For example, the research might focus on topics such as the modernisation of the banking sector, the rapidly changing payments market, or opportunities for SITS suppliers in Insurance.

*“We value the laser-like insight the TechMarketView team bring to Fujitsu and they help us to keep ahead and stay at the forefront of our industry.”*

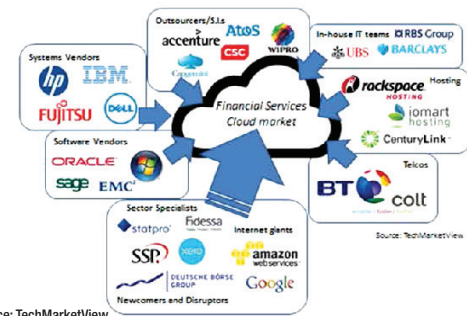
**Duncan Tait, Head of EMEA and Corporate Senior Vice President, Fujitsu**

## UKHotViews & UKHotViewsExtra

Subscribers to FinancialServicesViews read our analysis of developments in the UK financial services sector IT market as they happen in UKHotViews and UKHotViewsExtra, which are delivered via email.

A subscription to FinancialServicesViews also includes access to the complete UKHotViews archive, which contains over 6,000 articles on the UK SITS market. These opinion-rich pieces are easy to read and quickly get to the nub of the issue. Searching the archives enables you to rapidly build up a picture of SITS supplier activity in the sector and keep up-to-date with key changes in the financial services market.

## The Cloud Supplier Landscape in Financial Services



Source: TechMarketView

## Analyst access

As a subscriber to FinancialServicesViews, our analysts are happy to support your business by answering enquiries on our existing research either via email or in a short phone call. Many subscribers find the ability to chat directly to the analysts, and ask the questions that really matter to them, an invaluable resource.

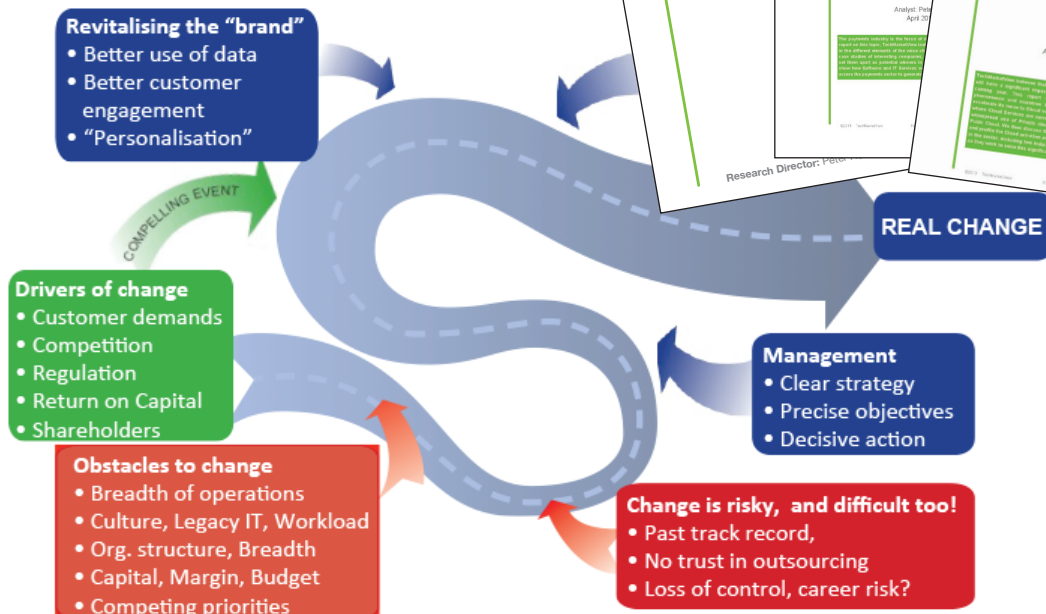
*“TMV have a rare ability to drive to the heart of the matter regardless of the complexity of subject matter.”*

John Torrie, CEO UK, Steria

## Custom engagements

TechMarketView subscribers also benefit from preferential pricing and scheduling of custom engagements with our financial services sector team. Peter and his colleagues are available to work with clients in tailored workshops or 'sounding board' sessions, providing independent input to the strategic decision making process. We can also bring our independent, authoritative viewpoint to your board meeting, sales conference or other company event.

## Digital modernisation of the UK banking sector: drivers, obstacles and enablers of change



Source: TechMarketView