

North American Capital Markets IT Spending Guide

A FINANCIAL INSIGHTS SPECIAL REPORT

The Financial Insights *North American Capital Markets IT Spending Guide* is an analysis of the current status and projected growth of IT spending across the capital markets industry. This five year outlook on IT spending by brokerage firms, investment managers, commercial banks, insurance companies, and exchanges and depositories provides IT vendors with key information needed to develop effective market strategies and measure growth areas. Financial services providers and IT vendors that target the financial services industry need to effectively position themselves in this significant and evolving market and understand the impact of IT spending patterns versus other solution spending at all types of institutions.

Financial Insights provides this benchmark tool with consistent, detailed market data on the North American capital markets industry, providing a profile of the IT growth opportunity segmented by technology components, solution categories, institution types and sizes. This pivot table tool presents spending forecasts according to current assumptions relating to economic trends, end-user surveys, and Financial Insights' comprehensive segmented research expertise. In addition, the Guide provides targeted data for sales organizations with specific spending predictions and analysis correlated by financial institution size and type.

Key Questions Answered

- What is the impact of economic, industry, and technology trends on IT spending across the different players in the capital markets industry?
- What technology needs across the North American capital markets are driving key growth opportunities for IT vendors?
- How does the outlook for IT spending differ amongst types of institutions and various solution spend areas?
- Where are your best prospects within the capital markets industry?
- How does institution size and role within the industry impact IT investment strategies?

Capital Markets IT Growth Segmented by:

- Technology Components – Hardware, Software, IT Services, Internal Services
- Solution Categories – Order Management Systems, Portfolio Management Systems, Desk-Level Risk, Securities Processing, Customer Management, Portfolio Accounting, Margin Systems, and more
- Institution Types – Securities Firms, Investment Managers, Banks, Insurance Companies, Exchanges and Depositories
- Institution Size – Tier 1 through Tier 3

Competitive Analysis and Advisory Services

By presenting a segmented and tiered perspective on IT spending by financial institutions, the *North American Capital Markets IT Spending Guide* helps information technology and services suppliers that are targeting the financial services sector identify market opportunities and effectively execute within their targeted financial services strategy. In addition, the detailed market segment data within the Guide will assist financial institutions to plan their budget allocations more effectively.

Research Topics

The *North American Capital Markets IT Spending Guide* provides a comprehensive spending view of the functions and supporting technologies in place across the capital markets. Financial Insights provides, in conjunction with the Guide, access to the *Financial Insights Capital Markets Taxonomy* report, a framework from which to categorize and relate functions and solutions in the industry. The Guide starts at a high level with categories of hardware, software, and IT services (both internal and external). The second level then looks at the different types of capital markets activity such as Brokerage & Trading Front Office, Retail Front Office, Securities Middle/Back Office, Investment Management Operations, Industry Infrastructure, etc. The third level of detail allows for specific spending numbers and delineates accordingly by institution type and tier level. For example:

Brokerage & Trading Front Office – Functional Process / Solution Category Components:

- Order Management System
- Execution Management System
- Customer Management
- Desk-Level Risk System
- Transaction Cost Analysis (Pre- and Post-Trade)
- Other Analytics (Algorithmic Trading Dev.)

Continuous Deliverables

Financial Insights delivers the *North American Capital Markets IT Spending Guide* annually as well as provides access to the *Capital Markets Taxonomy* report, a framework from which to categorize and relate functions and solutions in the industry. This framework demonstrates the relationship between different functions and provides insights as to where technology solutions are properly applied. Documenting the function and solution relationship will provide a greater understanding of the application of technology across the capital markets. Our high quality benchmark data and analysis also includes:

- ANALYST INQUIRY TIME (fee based) to answer specific questions on the market segmentation and spending forecasts within the specific Guide
- 24 x 7 ACCESS for five (5) users to the Guide and Taxonomy reports via financial-insights.com, a dynamic and personalized Web experience
- DISCOUNTED ADMISSION to one of our Financial Insights client conferences and/or IDC's Directions conference
- COMPLIMENTARY INVITATIONS to monthly interactive forums in which clients receive additional insight about our research and strategies, have the opportunity to interact directly with analysts, and listen to their peers' questions

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