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MEGABUYTE

TECHNOLOGY SECTOR INTELLIGENCE

Megabuyte Newswire

Morning round-up

European Tech Tour grows up and the nail biting continues at Anite

We had a very interesting conversation with M&A guru and current President of the European Tech Tour Victor Basta yesterday. With the UK & Ireland leg of this year's tour coming up we were keen to know what President Basta has been doing in his first year in the job. Well, it seems that the answer is, quite a lot. Some readers will know **The Tech Tour** as an event where early stage tech companies present their wares to great and the good of the VC community. Several hundred applicants are whittled down 30 who then present to around 100 pre-selected delegates.

Now in its tenth year, it seems that the tech tour is going through a growth spurt of its own and more of the companies presenting this year will be in the later stages of their growth phase. Basta agrees that the increased maturity profile of companies on this year's tour is merely a natural evolution that reflects the changing structure of the VC community. As the funding of very early stage companies has increasingly fallen to angel and quasi-angel investors, so mainstream VC investors have sought out later stage growth opportunities where the risk return ratio is more suited to institutional money. From a selfish point of view, we are certainly happy to see some larger companies on the tour as they will fall into the Megabuyte coverage criteria. We'll get more of a feel just how much the profile of the companies on the tour has changed when the chosen few are announced late next month.

Alternative Networks CEO on M&A and AKJ

We caught up with **Alternative Networks** founder and CEO James Murray to discuss industry consolidation and the progress of billing provider AKJ, bought by AltNet in November last year. **The** company remains on the lookout for suitable acquisitions, and also professes itself very happy with the AKJ purchase. Despite its M&A ambitions, the market no longer gives AltNet the valuation premium attached to more active buyers such as **Daisy** and **SpiriTel**. Premium subscribers can read the full piece [here](#).

The nail biting continues at Anite

Anite's Q3 has been in line with management expectations, with improving LTE-driven performance in Wireless being offset by continued weakness in Travel, leaving revenue and adjusted operating profit down on last year. Achievement of full year expectations will depend crucially on the timing of LTE orders over year end. It will be a nail-biting final quarter for **Anite** shareholders. Read our full analysis of the IMS in Newswire Plus.

Offshore delivery and managed services remain the key themes for SQS

Anglo-German software testing consultancy **SQS** has issued full year results this morning which show an improved profit performance in the second half. Revenues for the year were 6% lower at €142.9m although the revenue decline was exacerbated somewhat by the strength of the Euro, especially against Sterling. Read our full analysis in Newswire Plus.

Statpro confirms return to health

Provider of software and data to the global fund management community **Statpro** has issued full year results this morning which confirm its return to health after a dip in profits in 2008. Revenues for the year increased 13% to £31.6m and adjusted PBT jumped nearly 50% to £6.9m. We have the full story in Newswire Plus.

Global expansion powers growth at Brady

Provider of software solutions to the commodities trading sector **Brady** has issued full year results this morning which show strong revenue growth assisted by a full year contribution from Comsoft which was acquired early in the year. Revenues for the year to December were up by a third to £8.2m with £1.0m of the growth contributed by Comsoft. We have the full story in Newswire Plus.

ICT Services

Hosting & Managed Services
Infrastructure services
Consulting & Systems
Integration
Fixed line
Mobile, wireless and
satellite

Software

Marketing & Content
Management
Media & Telecoms software
Public Sector Software
Retail Software
Finance & Business
Management software
Banking & Insurance
software
Infrastructure software

Iomart's new Cloud contracts

Managed services provider **Iomart** has announced several new Cloud Managed Services contracts, and says that it is adding 15-25 new contracts a month from new and existing customers. Given the progress that the company appears to be making, and the positive market environment for hosting and managed services, we expect **Iomart** to beat the relatively undemanding market expectations for the year to March 2010. Read the full story in Newswire Plus.

Company news

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