



March 2018

Gas Supply and Distribution - UK

“As competition in the energy retail market continues to heat up, suppliers are branching out into other utility services, such as broadband, and bundling their multi-utility offering to gain a competitive edge. The trend towards multi-utility brands is set to continue, with more suppliers offering diversified services to broaden their ...

Commercial Banking and Finance - UK

“Banks must confront the challenges of digital structural change and redesign their operating models. By strategically connecting their businesses with the vast amount of data available to them, such as through the cloud, they can build intelligence on customers’ evolving needs, which can drive value.”

– **Lewis Cone, B2B ...**

Railway Engineering - UK

“Orders for new passenger trains are at a historically high level, with more than 6,000 carriages committed to between April 2014 and March 2021, according to the latest Long Term Passenger Rolling Stock Strategy. With a capital cost of more than £10 billion, around 50% of these new vehicles ...

Schools, Universities and Hospitals - UK

“Universities are undergoing huge changes due to deregulation and the age of much of the estate, leading to a buoyant sector. Meanwhile, the government’s public expenditure strategy is curtailing investment in schools and the health sector, but is coming under increasing demographic and political pressure to relax restrictions.”

Fleet Services - UK

“The fleet services market continued to expand over 2017, but the rate of growth narrowed somewhat as the industry navigated uncertainty in the business climate tied to Brexit. New vehicle registrations fell, though this was more symptomatic of pressure on the automotive industry, with fleet vehicles rising as a proportion ...

February 2018

Software - UK

“Total sales of software have been subject to fundamental changes as the previous acquisition/license purchase model has increasingly moved towards software as a service. At the same time, customisation of packaged software is becoming increasingly easy and flexible, assisting a trend to packaged products, which tend to be lower ...

Accounting and Financial Management - UK

Recycling - UK

“The value of the UK recycling market rose again over 2017, though margins narrowed in line with increasingly difficult market conditions. These conditions are set to be exacerbated in the coming years given the recent Chinese ban on imported plastic waste, government budget constraints, and the finalisation of Brexit negotiations ...

Children's Social Care - UK

“As local authorities restrict their spending, a large number of services could be subject to further cuts -



“Many recent acquisitions by major accountancy firms have revolved around the technology space, such as big data, analytics and digitisation, which is playing an increasingly important role in consultancy services. This trend is set to continue, with larger firms looking to strengthen their multi-disciplinary skills and advisory practices through medium-sized ...

including those listed as ‘priority services’, such as children’s services and social care. This could occur even though the number of children in care has reached a record high.”

– **Lewis Cone ...**

January 2018

Computer Security - UK

“Computer security is an issue for consumers, SMEs, enterprises, and the public sector. It affects anyone who uses any internet-connected device, or indeed anyone who does any transaction with an organisation that has an internet-connected device. Few people fall outside of this definition, with the issue increasingly ranging from national ...

Electrical Wholesalers - UK

“Brexit has created a challenging environment for electrical wholesalers, with a pincer effect from delays and postponements in industrial and commercial construction projects, and the increasing price of imported products at a time of intensifying competition.”

– **Terry Leggett Senior B2B Analyst**

B2B Insurance - UK

“With most insurance premiums rising, businesses are seeking alternatives to the traditional products on offer. Insurers need to adapt existing operating models to meet this demand otherwise new entrants to the industry, who could benefit from quickly adapting to policyholders’ needs, will overtake insurers in the same way that technology-led ...

Civil Engineering - UK

“The way companies procure civil engineering firms to deliver work is changing, particularly in the utilities sector. Recent years have seen an increasing number of civil engineering companies enter into long-term partnerships and alliances with customers as utility companies look to form more collaborative relationships with suppliers. Alliances that last ...