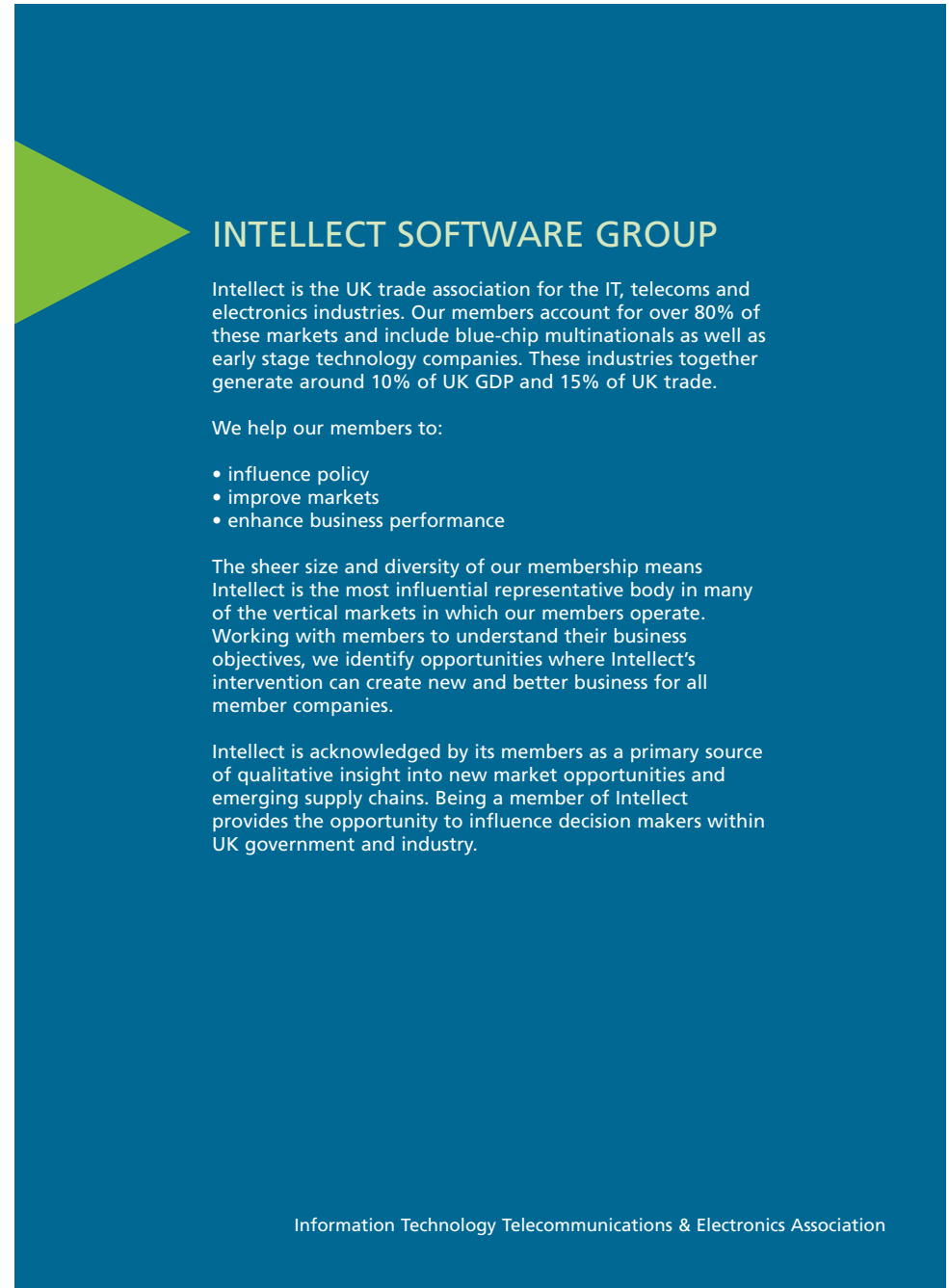


► **Group members and affiliates**

ABM United Kingdom Ltd	(EMEA) Limited	PTC Software Ltd
Advantage Business Group	G4h Limited	Quicksilva Limited
Agresso Ltd	Genesis Capital Plc	REDTRAY Limited
AMTEC Consulting plc	Giesecke & Devrient GB Ltd	RM Plc
Atos Origin	GP Soft Limited	RuleBurst
Australian Trade Commission	Grant Thornton	SAP (UK) Limited
Aztec Software Ltd	i2 Limited	SciSys Plc
BAE Systems	IBM United Kingdom Limited	Simmons & Simmons
Barclays Bank Plc	Illusions Online Ltd	Sonata Software Limited
BEA Systems Limited	ILOG Ltd	Sopra Newell and Budge
Beachcroft LLP	Indo-Fuji Europe Limited	Speechly Bircham
BridgeHead Software Ltd	InfoBasis Ltd	SSI
British Standards Institution	Infoshare Limited	Stephenson Harwood
Charles Russell LLP	InterSystems Corporation	Steria Limited
Civica plc	IPL Information Processing Limited	STL Technologies
Computacenter (UK) Ltd	ITC Infotech	Strategic Thought Limited
Computing Solutions Limited	JJ Software	Strathdon Investments Plc
CSC	Keycorp Systems Ltd	Sun Microsystems Ltd
Defence Industry Commercial Co-Ordinator	KPMG LLP	SunGard Availability Services (UK) Ltd
Deloitte	Lagan Technologies Ltd	Symantec (UK) Ltd
Detica Ltd	Lockheed Martin UK	Syscap Ltd
Digital Healthcare Ltd	LogicaCMG Plc	Tata Consultancy Services
DNV Certification Limited	Logotech Systems	TeleWare plc
Dr Richard Sykes	LORS Online	The Sollis Partnership Ltd
Dr Stephen Potter	Methods Consulting Ltd	UK Trade and Investment
EDS	Microsoft Ltd	Valtech Limited
EGA Ltd	Midland HR	VERITAS Software Corporation (UK) Ltd
Emerio (UK) Ltd	Nexor Limited	WCI Consulting Ltd
EMS SATCOM UK, Ltd	nFocus Limited	Zeta Compliance Technologies Limited
Endava (UK) Limited	Oakleigh Consulting Limited	
Equisys Plc	Oracle Corporation UK Ltd	
Ericom Software (UK) Ltd	Osborne Clarke	
Erudine	PA Consulting Group	
ESRI (UK) Limited	Parasoft Corporation	
Esteem Systems Limited	Patni Computer Systems (UK) Limited	
Europa Technologies Limited	Penna Plc	
Experian Ltd	Performative plc	
FFastFill Plc	Pinsent Masons	
Five Arrows Leasing Ltd	PSI Data Systems Limited	
Four Js Development Tools		

► **Management committee:**

Chair: Nigel Hartnell, FFastFill plc	Simon Downing, Civica plc	Anis Karim, Logotech Systems
Vice chair: Stephen Kingan, Nexor Ltd	Keith Wishart, ESRI UK Ltd	Matt Lambert, Microsoft UK Ltd
	Dave Andrews, IBM UK Ltd	Tim Pearson, RM plc



## INTELLECT SOFTWARE GROUP

Intellect is the UK trade association for the IT, telecoms and electronics industries. Our members account for over 80% of these markets and include blue-chip multinationals as well as early stage technology companies. These industries together generate around 10% of UK GDP and 15% of UK trade.

We help our members to:

- influence policy
- improve markets
- enhance business performance

The sheer size and diversity of our membership means Intellect is the most influential representative body in many of the vertical markets in which our members operate. Working with members to understand their business objectives, we identify opportunities where Intellect's intervention can create new and better business for all member companies.

Intellect is acknowledged by its members as a primary source of qualitative insight into new market opportunities and emerging supply chains. Being a member of Intellect provides the opportunity to influence decision makers within UK government and industry.

Information Technology Telecommunications & Electronics Association

## ► Background

Software has always been at the core of the industries that Intellect represents. Although many of the issues affecting software organisations have been represented within other Intellect groups, it has become apparent there is a need to give a voice to one of the largest constituencies of members, software, and in particular, the SME community of UK software companies.

Today, it is clear that software is the key technology behind much of what is driving the innovative aspects of the economy, and is at the heart of the revolution taking place in the use of electronics and telecommunications services by the consumer. In economic terms, it offers the potential opportunity to increase UK productivity and enables the UK to compete in an ever more competitive global economy.

## ► What is the Software Group?

The Software Group has been established, initially, as a working group. Its purpose is to represent the views of the software industry, as represented by its members, and to optimise the trading environment in which Intellect members operate. It will do this by identifying the key issues facing the software industry, devise proposals to address these issues and then seek to influence the relevant organisations to effect their implementation. In doing this the target audience would include customers, government, the media and other industry associations.

## ► Membership

Membership of the group is open to all Intellect members with an interest in software. This includes broadly-based IT companies with a significant software business, non-IT companies with a captive IT business and firms that provide professional services to or invest in the software industry. However, the initial focus will be on issues that are affecting SME companies whose sole activities are in software. As a result of this initial focus we would hope to attract even more SME software companies to become members of Intellect.

We will act as a magnet for the software community outside of the traditional companies to draw in companies and associations that operate in the newer, rapidly expanding sectors of the software market including mobile, leisure, entertainment and embedded software. In addition we seek to establish working partnerships with regional organisations that support many of the thousands of small software companies within the UK.

## ► Our aims and objectives

- Provide clear information and data on the scale and scope of the UK software industry.
- Educate the business and government community of the importance of the industry to the UK economy.
- Identify the key issues and opportunities that need to be addressed to ensure continued success of the UK software industry.
- Develop solutions to specific issues.
- Influence other bodies so as to implement solutions for the good of the industry.

## ► How will we do this?

- Consulting our members.
- Arranging presentations and discussion fora on aspects of the key issues.
- Identifying the strengths and weaknesses of the UK software industry.
- Producing papers with recommendations for action.
- Promoting the areas of excellence within the UK software industry.
- Publicising the work of the group to the key audiences.
- Working with other groups within Intellect where appropriate.
- Working with other trade associations to ensure the widest possible support.

## ► Our activities for 2007

Our core activities for 2007 will be in support of two programmes.

The first is the production of a report defining the scale and the scope of the software industry in all its facets, together with the key trends and the common issues facing it. This will be based on research already available where possible, together with new research where necessary. The research will then act as the base reference for a briefing programme aimed at raising the awareness of all influencers of the importance of the software industry. It will also point to other projects to be addressed.

The second is to address the issue of 'UK skills in a world of global sourcing'. This has already been identified in consultation with members as an immediate critical issue.