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Investment managers examine the future of buy-side dealing

Fidessa paper explores the relevance of the buy-side dealing desk in today's marketplace

London, 4th March 2014 – Fidessa group plc (LSE: FDSA) has today published a discussion paper, *View From The Top*, in which a group of senior representatives from investment management firms look at the systemic changes that have taken place across their industry and the impact of these on the buy-side dealing desk.

Carl James of BNP Paribas Dealing Services, Michael Horan of Pershing Securities, Steve Grady of Legal & General, Pohjola Asset Management's Simo Puhakka and Dale Brooksbank from State Street Global Advisors joined Fidessa Buy-side's CEO, Paul Nokes, and Director of Group Strategy, Steve Grob, for the discussion in London. The topics ranged from the pros and cons of outsourcing the dealing function, through to a debate on the real value of buy-side trading and its relevance in today's marketplace.

Paul Nokes commented: "The ramifications of the financial crisis continue to be felt across the industry, and reviewing how business gets done, as well as challenging the ways of old, is the new normal. During what proved to be a fascinating discussion we examined one of the core business functions, buy-side dealing, and looked at the ways in which it is being re-defined to meet the needs of today."

Steve Grob added: "Buy-side firms are having to rethink the role of their dealing desks and look closely at how they contribute to the overall generation of alpha, whilst at the same time managing the complexity of today's markets and ongoing cost pressures."

View From The Top is available from the Fidessa website or by contacting info@fidessa.com.

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About Fidessa group

Exceptional trading, investment and information solutions for the world's financial community.

New technology, new regulation, new challenges: making money in today's financial markets is all about staying ahead of the curve. Having the capability to spot new trends and act fast turns change into opportunity. That's why 85% of the world's premier financial institutions trust Fidessa to provide them with their multi-asset trading and investment infrastructure, their market data and analysis, and their decision making and workflow technology. It's also why \$12 trillion worth of transactions flow across our global network each year. Because we're the market leader, we can also offer unique access to the world's largest and most valuable trading community of buy-side and sell-side professionals, from global institutions and investment banks to boutique brokers and niche hedge funds.

Fidessa is a global business with scale, resilience, ambition and expertise. We've delivered around 25% compound growth since our stock market listing in 1997 and we're recognised as the thought leader in our space. We set the benchmark with our unrivalled set of mission-critical products and services and, uniquely, serve both the buy-side and sell-side communities. Ongoing investment in our leading-edge, integrated solutions ensures Fidessa remains the industry's number one choice.

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