

# PARTNERSHIPS AND PROOF POINTS

## OVERCOMING OBSTACLES TO IMPROVE DATA MANAGEMENT TECH

Adox Research | 8X8 Survey | Data Management Solutions

### 8X8 Methodology

Adox Research 8 x 8 surveys assess a specific fintech domain comparing eight vendor solutions across eight metrics. These surveys help firms select the relevant shortlist of solution providers, and align their own selection and evaluation process with an independent capability assessment.

### 8x8 Profiles

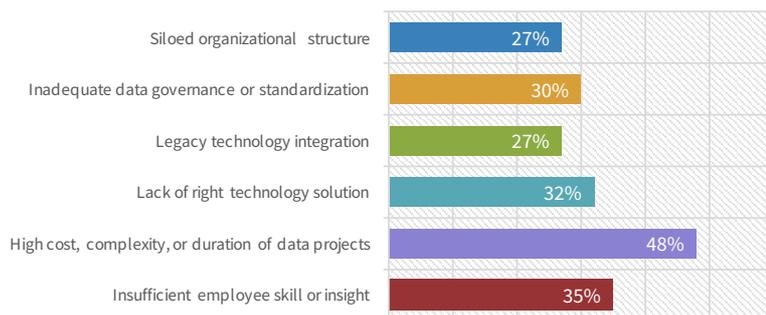
- AIM Software
- Asset Control
- Bloomberg Polarlake
- Eagle Investment Systems
- IHS Markit
- Linedata
- Neoxam
- SimCorp
- SS&C
- Xenomorph

### Key Quotes

*Straightforward data mastering solutions offer only limited value - additional business functionality adds higher value. Examples include IBOR, Data Quality Metrics, and Transaction and Position Master Functionality*

*The preference for off-premise deployment is strong. A Managed Service delivery model is available from over 80% of vendors, and 35% of buyers want to move to this model in the near future.*

### What is holding back better Analytics capability?



**Data Management remains our industry's biggest unsolved problem. Adox Research data shows that low data quality and high fragmentation can compromise up to 40% of core investment data. 39% of firms want to increase investment, but many are concerned about the cost, complexity and duration of data management projects.**

Adox Research uses a data-driven methodology based on best practice blueprints, product questionnaires and demonstrations to compare capabilities, value propositions and market messages of 10 leading providers of data management services. The process includes qualification calls, executive briefings, completion of an online survey, product demonstrations and briefings.

**A majority of participants in our 8x8 Survey of data management solutions are prioritising concerns about integration, scalability and supplier risk above usability and functionality.**



**Key Insights**

*EDM (“Enterprise Data Management”) was a useful label to standardize the scope of 1<sup>st</sup> generation solutions, but is becoming stale quickly.*

*Buy-side firms are the most active data management buyers, but they are shopping for IBOR, Risk, Performance and other data-intensive business solutions.*

**To Learn More**

The full report includes all data points and graphs gathered, profiles and assessments of each individual vendor as well as an overview of the competitive landscape of the data management market.

To schedule an inquiry:  
[info@adoxresearch.com](mailto:info@adoxresearch.com)

**Excerpts - Market Hypothesis and Recommendations**

Our research shows that data management is more than ever the right question, but standalone data mastering solutions are no longer the solution. Regulation, customer centricity and risk management need high quality data, but vendors need to deliver targeted solutions to those objectives, not simply an agnostic data management framework or toolset.

Utility-only deployment is the primary enabler for providers to deliver long term sustainable and scalable solutions, reducing integration and customisation needs. Integration with ecosystem benefits across the trade lifecycle will become the norm for measuring the value of data management investments. This may include integration with data sourcing, risk, trading or accounting functions.

Supplier risk and a robust service model are no longer the differentiators they once were as many smaller specialists have been acquired by large corporates. The trade-off between domain expertise and supplier risk no longer exists.

**Reasons to Buy & Differentiators for Data Management Solutions**

Percent of IT Executives - Adox 2017 Follow the Money Survey

