

2004
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SIA
REPORT

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Mail and chat compliance the issue of SIA 2004

Those who have been last year to the SIA, could notice a complete new set of vendors in the biggest event of Financial Technology in the World. The latest issue seems to be mail handling and compliance. But the SIA event was more than that. (and to be honest, not our goal) One huge difference with last year : more happy faces : there is more money to invest

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Bloomberg goes for technology and functionality !

Beside the conference we also had an interesting talk with Tom Secunda, Global Head of Sales of Bloomberg. Bloomberg was, as last year, not present on this event.

Tom told us about the direction Bloomberg is heading in the near future : about the *FAT PIPE*, *THIN PIPE*, evolution with the *EBS* partner but also where they want to go with their partnership with IBM on the backbone side. And much more...

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NY, JUNE 2004



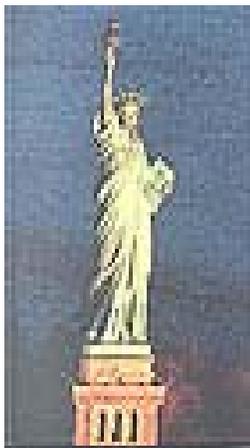
Newsletter Spotlight

**“REUTERS
just wants to hurt
TELERATE.
They look into the
books every six
months and don’t
move, why should they
do it now ?”**

(summary of several sources)

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Interesting stuff with different vendors.



And then I am not only talking of the DAVIDSOHN GROUP, who achieves every year to have a very attractive stand, but nobody knows what they are selling. We also saw (some) new stuff at the **REUTERS** stand (BRIDGE Station 8.1 and the new REUTERS MESSENGER), interesting evolution on the MON-EYLINE—sorry **TELERATE** booth, as the **THOMSON ONE** products which are really getting mature now !

What we didn’t see like last year were the “low cost” streaming market data vendors.

Also very interesting : TIBCO is back ! They are positioning themselves more as integrators as of suppliers of financial backbone technology.

Everybody is providing services on BLACKBERRY.

BST lost their stand in OHIO, Screen Consultants decided not to come, MDSL was present with a large sales force, the Roberts Group distributed small basketball’s, but the hot item was Apple’s IPOD.

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