



## **CityCompass Research and Investmaster collaborate to identify MiFID rewards for Wealth Managers**

**London, 23 March 2006** – CityCompass Research, the leading independent research company in the financial services sector, today announced that it has agreed to collaborate with Investmaster Group Ltd in producing the first City forum to uncover and analyse the real business rewards for Wealth Managers that can be found in the forthcoming Markets in Financial Instruments Directive (MiFID).

Gary Wright, Managing Director, CityCompass Research said “CityCompass was the first research company to present MiFID to City practitioners well over 18 months ago. Since then, the market has exploded with many different MiFID events and media attention fuelling interest in the costs of implementation, as well as the possible effects on market structures. The scaremongering concerning MiFID needs to stop now and there should be greater focus on the considerable business rewards that are there for the taking - Wealth Managers must plan their business strategy immediately.

“We are delighted that Investmaster shares our view that MiFID is a far great business opportunity for Wealth Managers than has been presented to date. Business strategy must be uppermost in Wealth Managers’ minds when undertaking implementation planning for MiFID. However, they first need to identify the business benefits, before moving on to the cost issues. Investmaster, as one of the leading software vendors for UK Wealth Managers, is already demonstrating real thought leadership solutions for its clients and we are delighted that we can work together on this forum. Together, we will assist the wealth management community - a vital business area of the market - to identify how to gain real business benefits from MiFID.”

Commenting on the event, Simon Tizard, Sales & Marketing Director at Investmaster, said: “We are pleased to have the opportunity to sponsor CityCompass Research’s forthcoming seminar. Investmaster has already invested much time and effort in developing its understanding of MiFID and we launched the [www.mifidsolutions.com](http://www.mifidsolutions.com) website to help the wealth management community as a whole to appreciate its broad implications. It is essential for our customers to know that our products and services are ready to support them going

forward, but we also feel that we should contribute to the industry wide discussions on this important topic. Whilst there are significant operational implications resulting from MiFID's introduction, CityCompass Research's focus on the opportunities that will be generated for UK based Wealth Managers is a refreshing approach and we very much look forward to supporting the seminar."

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**Notes to Editors:**

**About CityCompass Research**

CityCompass Research is an independent company providing analysis of technology and services of suppliers in the European financial services industry. CityCompass Research analysts are all from a business to IT background with a long track record of procurement in the financial services market place, which will enable them to produce unique and valuable assessments of technology and services and their value to the supplier and the market place.

For more information visit: [www.citycompass.org](http://www.citycompass.org)

**For further information:**

**CityCompass**

Cathy Wright

Tel: + 44 (0)207 549 1631

[cathy.wright@citycompass.org](mailto:cathy.wright@citycompass.org)

**About Investmaster**

Investmaster Group Limited has been providing IT solutions to the wealth management and institutional broking sectors for over 20 years. Investmaster has a well established client base and its technology handles over 25 percent of the London Stock Exchange's daily private client volumes. The Group employs 90 plus IT professionals in the development of truly integrated front, middle and back office systems and is committed to the provision of genuine straight through processing solutions. Investmaster's 4i and Wealth Relationship Management platforms cover client management, reporting and the full trade lifecycle from front office decision support through to settlement, ensuring pre and post trade compliance and underpinning the clients' business in an increasingly regulated market.

For more information visit: [www.investmaster.com](http://www.investmaster.com)  
[www.mifidsolutions.com](http://www.mifidsolutions.com)

**For further information:**

**Investmaster Group Ltd**

Simon Tizard/Sheila Lloyd

Tel: 0870 420 5288

[simon.tizard@investmaster.com](mailto:simon.tizard@investmaster.com)

**Portfolio Communications**

Lisa Boustead/Amy Willis

Tel: 0207 240 6959

[lisa.boustead@portfoliocomms.com](mailto:lisa.boustead@portfoliocomms.com)