



10th Digital Money Forum



Jack Selby

Clarium Capital

- **Web 2.0 and the return of ‘flush’ venture capital availability: the extent of the focus on financial technology**
- **Current state of financial technology innovation: new or recycled ideas?**
- **The business model of current financial technology innovation: elegant design or serving a true need?**



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consult
hyperion

Richard Clark

Consult Hyperion

- Starting to follow new networks and devices
- New payments when they come together
 - PCs and broadband – P2P payments
- Contactless and mobile phones coming next
 - Together for mass market
 - Allows new products – reinvention of e-cash
- A general case?
 - Any network & any secure device = new payments
 - No single owner, use someone else's investment
- Cheaper, more convenience, as secure
 - Don't forget offline transactions



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Andy Brown

ACI Worldwide

- **New products / technology take a long time to rollout**
- **Getting into mainstream banking systems is difficult**
- **Must think about customer proposition**



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John Stout

TranSys

- Any new technology must work on a mass scale, niche concepts will not be appropriate for huge systems.
- A new partner must bring unique experience.
- Any new technology must be compatible with Oyster technology and the existing infrastructure so that it can be seamlessly incorporated.