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## **Martin Porter & Adrian Guest Join b-next to Head Up International Expansion**

London, February 08 2012 – b-next, a specialist provider of Market Abuse Surveillance, Insider Dealing and Compliance software solutions, is bolstering its sales division in a drive to expand its international client base. b-next is pleased to announce the appointment of Martin Porter as Business Development Director and Adrian Guest as Sales Manager EMEA.

The new appointments are part of b-next's strategy to continue the international expansion of its client base and strongly increase the company's footprint in Europe. Based in the London office, Porter & Guest will drive business development outside b-next's core markets of Germany & Austria focusing on EMEA as well as entering APAC and the US.

Martin Porter joins b-next from SunGard, where he was previously EMEA Territory Director. Martin has over 15 years of experience of providing trading and compliance software solutions to the buy and sell side. He has sold and managed financial system sales in UK, Ireland, Scandinavia, Germany, USA and the Middle East. Martin has also previously worked for ITG and Misys.

Martin Porter comments "We have joined b-next at a time when there is a lot of pressure on market participants from authorities such as ESMA to improve their compliance and surveillance processes especially around market abuse and insider dealing. b-next constantly invests time and expertise into enhancing its product set and I look forward to engaging with clients and prospects in the UK and Internationally."

Adrian Guest also joins b-next from SunGard where he was previously EMEA Sales Manager. Adrian has over 12 years experience in the trading and compliance solutions sector. Adrian has also previously worked at Progress Apama and ITG.

Adrian Guest notes "b-next already has an impressive variety of over 150 banks, brokers and exchanges using its platform. I am extremely pleased to join the company and continue to build on its success by taking the product set further into EMEA."

Wolfgang Fabisch says "b-next is a successful and stable business. I am aware of the opportunities that lie further afield and am keen to continue our growth and international footprint in 2012. Both Porter and Guest have the experience and knowledge of the sector to drive this forward and I am delighted to welcome them onto our team."

### Notes to Editors

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#### About b-next

b-next is a specialist provider of robust multi-venue, multi-asset class, Capital Markets Surveillance and Compliance software solutions to manage risk, meet regulatory mandates and drive trading efficiencies. The b-next Capital Markets Compliance (CMC) solution offers a single integrated compliance platform for Market Abuse, Insider Trading, Conflict of Interest, Derivatives/OTC Monitoring, Best Execution, Fraud Detection and Prevention, AML and much more. With over 150 customers, b-next has a 20 year history of delivering solutions to market participants, exchanges and capital markets regulators.