

Wealth Management Products – Provider Compendium 2023

January 2023: Complimentary Abstract / Table of Contents



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- ▶ Digital Services
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- ▶ Revenue Cycle Management
- Rewards and Recognition
- ▶ Service Optimization Technologies
- Software Product Engineering Services
- ▶ Supply Chain Management (SCM) Services
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Benchmarking

Contract assessment

Peer analysis

Market intelligence

Tracking: providers, locations, risk, technologies

Locations: costs, skills, sustainability, portfolios



Contents

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1.	Introduction and overview	5
	Research methodology	6
	Key information on the report	7
	Background of the research	8
	Research scope	9
2.	Products PEAK Matrix® characteristics	10
	PEAK Matrix framework	11
	Everest Group PEAK Matrix for wealth management	13
	Provider capability summary dashboard	14
	Characteristics of Leaders, Major Contenders, and Aspirants	17
3.	Enterprise sourcing considerations	18
	• Leaders	18
	- Avaloq	19
	- Broadridge	24
	– FIS	29
	- Infosys Finacle	34
	- TCS BaNCS	39
	- Temenos	44
	Major Contenders	49
	– CGI	50
	– FNZ	55



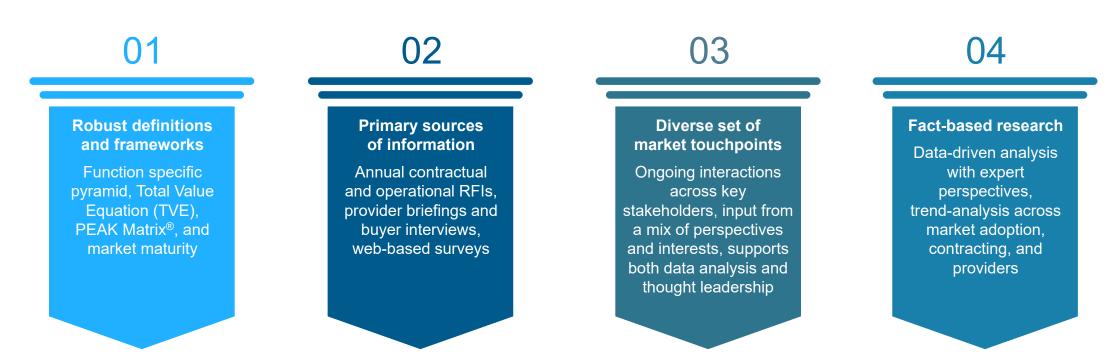
Contents

 Major Contenders (continue
--

- GBST	60
- InvestCloud	65
– LTI	70
– SEI	75
- SS&C	80
Aspirants	85
- Bravura	86
- Prive Technologies	91
- Vestmark	96
Appendix	101
• Glossary	102
Research calendar	103



Our research methodology is based on four pillars of strength to produce actionable and insightful research for the industry



Year-round tracking of 25+ wealth management technology providers

Large repository of existing research in wealth management space

Over 30 years of experience advising clients on strategic IT, business services, engineering services, and sourcing Executive-level relationships with buyers, providers, technology providers, and industry associations



This report is based on below key sources of proprietary information

Proprietary database of Wealth Management technology providers in scope of work

- The database tracks the technology providers' offerings/capabilities for:
 - Breadth and depth of the product functionalities
- Analytics, reporting, and dashboards
- Investments and innovations
- Partnerships with technology providers
- Support in terms of product training, maintenance, and other support services
- Availability and adoption of commercial model(s)
- Portfolio coverage in terms of industry, geography, and buyer size
- Provider performance in terms of revenue and clients

Proprietary database of Wealth Management providers (updated annually)

- The database tracks the following for each provider:
- Revenue and number of FTEs
- Number of clients
- Investments in innovation and partnerships

- Revenue split by region
- Location and size of delivery centers
- Technology solutions developed

Demonstrations and interactions with technology providers and other industry stakeholders

- Detailed briefing and demos for a comprehensive product view that covers:
- Current state of the market
- Vision and strategy
- Annual performance and outlook

- Key strengths and improvement areas
- Emerging areas of investment

Buyer reference interviews, ongoing buyer surveys, and interactions

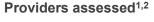
- Drivers and challenges for adopting workplace services
- Assessment of provider performance

- Emerging priorities

- Lessons learned and best practices
- 1 Assessment for Bravura Solutions, CGI, FNZ, GBST, InvestCloud, Prive Technologies, SEI, SS&C, Temenos, and Vestmark excludes technology provider inputs on this study and is based on Everest Group's estimates that leverage Everest Group's proprietary Transaction Intelligence (TI) database, ongoing coverage of these technology providers, their public disclosures, and interaction with buyers. For these companies, Everest Group's data for assessment may be less complete
- 2 Assessment for LTI is based on its capabilities before its merger with Mindtree

The source of all content is Everest Group unless otherwise specified

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Background of the research

The wealth management space is witnessing massive changes in terms of democratization of wealth management services, transfer of generational wealth, and increasing demand for innovative products along with hyper personalized services. New generation of investors are looking to include unconventional asset classes such as digital assets, cryptocurrencies, and other ESG-compliant products in their portfolios. A digital advisory model is enabling different ways of interacting with investors. At the same time competition from FinTechs and regulatory changes are adding further complexity to the mix for wealth managers.

They are increasing investments in technology to develop innovative solutions and services to cater to the changing demands of their clients. They are moving toward digitizing the entire wealth management value chain, developing comprehensive offerings that cater to a wide variant of clients spanning from mass affluents to UHNWI, and offering differentiated allied capabilities to their clients. Wealth management technology providers are increasingly investing in advancing their capabilities by leveraging technologies such as AI/ML,RPA, and API integration to support wealth managers amid the changing demand themes. They are focusing on developing a strong partnership ecosystem to expand across geographies.

The full report includes the profiles of the following 16 leading wealth management technology providers featured on the Wealth Management Products PEAK Matrix® Assessment 2023:

- Leaders: Avaloq, Broadridge, FIS, Infosys Finacle, TCS BaNCS, and Temenos
- Major Contenders: CGI, FNZ, GBST, InvestCloud, LTI, SEI, and SS&C
- Aspirants: Bravura, Prive Technologies, and Vestmark

Scope of this report







Research scope for wealth management products PEAK Matrix® Assessment 2022

ILLUSTRATIVE

Scope of this research includes technology platforms/products catering to the wealth management value chain



Client management

Acquisition, onboarding, due diligence, relationship management, KYC, account opening, and maintenance





Analytics



Portfolio management

Portfolio construction, portfolio monitoring, cash flow monitoring, portfolio rebalancing, strategize, and advise



Customer experience



Investment planning

Financial planning, account aggregation, proposal generation, pricing, and tax management



Trade processing

Trade capture, manage order/funds, trade execution, and support multiple assets



Accounting

Trade accounting, portfolio accounting, fees and billing, revenue management, and commission allocations

Reporting



NOT EXHAUSTIVE

Type of investors

Ultra / High Net Worth Individual (HNWI)

Examples of assets managed: capital markets, generational wealth, trust and estate, and business/personal wealth

Corporate

Examples of assets managed: business lending / insurance / investments, and cash accounts (core banks)

Mass affluent

Risk and compliance

Examples of assets managed: retirement, investment planning, and personal wealth

Non-profit

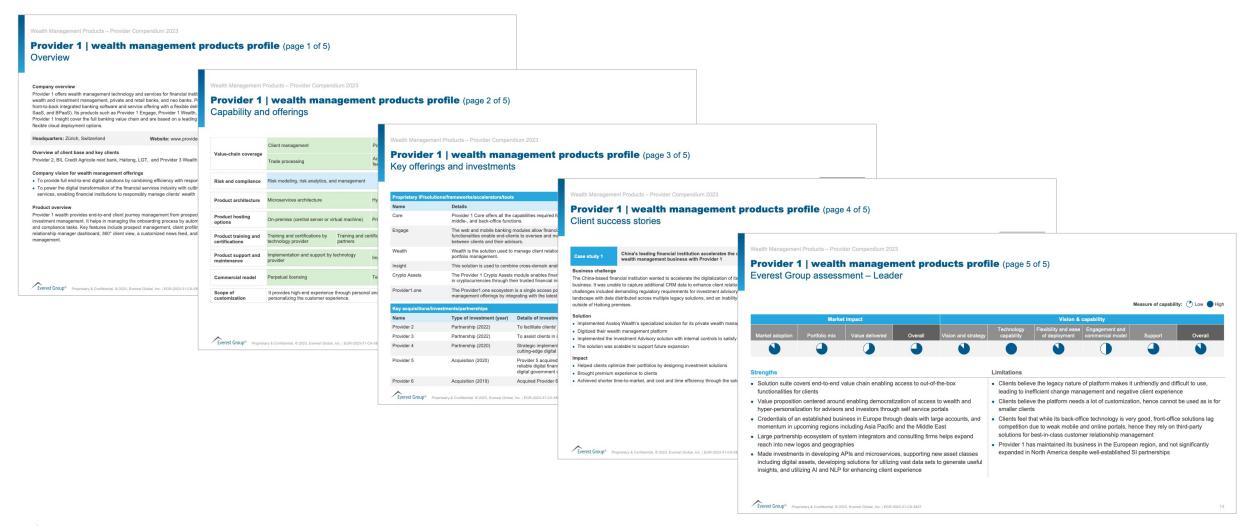
Examples of assets managed: foundation and endowments

Family

Examples of assets managed: family business, loans/credits, and trust and estate



The Wealth Management Products report has over 16 provider profiles





Research calendar

Banking and Financial Services Information Technology

	Published Planned Current release
Reports title	Release date
Consumer Loan Origination Systems – Products PEAK Matrix® Assessment 2022	December 2021
Finastra IT Services PEAK Matrix® Assessment 2022	December 2021
Consumer Loan Origination Systems – Service Provider Profile Compendium 2022	January 2022
Temenos IT Services – Service Provider Compendium 2022	February 2022
Finastra IT Services – Service Provider Compendium 2022	February 2022
Platform IT Services in BFS – Service Provider Compendium 2022	February 2022
Introducing the Rubik's Cube Supplier Segmentation Approach: Navigating the Talent Crisis by Engaging Specialist IT Service Providers	June 2022
Banking IT Services State of the Market Report 2022	September 2022
Future of Investment Banking – Data and Digital Driving Disruption and Disintermediation	October 2022
Wealth Management Products PEAK Matrix® Assessment 2023	November 2022
 Risk & Compliance in BFS IT Services PEAK Matrix® Assessment 2023	December 2022
 Open Finance IT Services PEAK Matrix® Assessment 2023	December 2022
Wealth Management Products – Provider Compendium 2023	January 2023
Open Finance IT Service Provider Compendium 2023	Q1 2023
Risk & Compliance in BFS IT Service Provider Compendium 2023	Q1 2023

Note: Click to see a list of all of our published Banking and Financial Services Information Technology reports







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