

Mphasis Wealth and Asset Management BPS

**Vendor Abstract
Report Summary**

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10 pages





Who Is This Vendor Assessment For?

NelsonHall's Wealth and Asset Management BPS vendor assessment for Mphasis is a comprehensive assessment of Mphasis' wealth and asset management BPS offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of capital market process outsourcing and identifying vendor suitability for wealth and asset management BPS RFPs
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the support services sector.



Key Findings & Highlights

This NelsonHall assessment analyzes Mphasis' offerings and capabilities in wealth and asset management services. Mphasis is one of a number of wealth and asset management services companies analyzed in NelsonHall's comprehensive industry analysis programs.

Overview

Mphasis is structured around industry-specific practices, which have direct client control, rather than geographic units. Banking and capital markets is the oldest industry unit at Mphasis (founded 2000), and its largest single industry revenue generator. Mphasis was started by an ex-Citibanker, and among its first clients were two global banks based in the U.S.

This report focuses on wealth and asset management BPS services. Mphasis groups its wealth and asset management BPS within the BFS vertical. It has provided wealth and asset management BPS services since 2002, when Mphasis established Mbroker, an Indian based firm, registered with NASD (now FINRA) with licensed resources (Series 7 etc.) which delivered BPS services to brokerage firms. The acquisition of licensed employees created for Mphasis a distinctive delivery capability that has allowed it to successfully pursue additional middle-office BPS work at securities firms.

Delivery Capabilities

Mphasis delivers service from six delivery centers:

- Pune
- Bangalore
- Mumbai
- Phoenix
- Florida
- Chicago.

Target Markets

Mphasis' primary targets for wealth and asset management BPS are:

- Large wealth managers
- Large retail and institutional brokerage firms
- Large retail banks.

Mphasis targets these types of firms in the U.S., U.K. and Continental Europe.

Strategic Direction

Mphasis has built its wealth and asset management BPS business on two key pillars:

- Account opening and management capabilities
- ITS and process management services

Mphasis is targeting tier one clients based in North America. It is focusing on account opening/administration BPS services (either retail brokerage accounts or wealth management accounts).

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Scope of the Report

The report provides a comprehensive and objective analysis of Mphasis's Wealth and Asset Management BPS offerings, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphases and new developments
- Analysis of the company's strengths, weaknesses and outlook
- Revenue estimates
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.

Report Length

10 pages

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Wealth and Asset Management BPS Vendor Assessments Also Available for:

Avaloq

Cognizant

EXL

HCL

Hexaware

Infosys

IGATE

Mphasis

NIIT

TCS

Tech Mahindra

Tieto Oyj

Virtusa

WNS

Xchanging