



WNS

Wealth and Asset Management BPS

**Vendor Abstract
Report Summary**

February 2016

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9 pages





Who Is This Vendor Assessment For?

NelsonHall's Wealth and Asset Management BPS Vendor Assessment for WNS is a comprehensive assessment of WNS' 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 WNS' offerings and capabilities in wealth and asset management services. WNS is one of a number of wealth and asset management services companies analyzed in NelsonHall's comprehensive industry analysis programs.

Overview

In 2006, WNS started a wealth and asset management BPS business with two capital markets clients:

- An investment bank with activities in 40 countries, providing fixed income analytics
- The asset management arm of an insurance company in North America, providing fixed income analytics.

In May 2007, WNS expanded its analytics capabilities with the acquisition of Marketics Technologies (India), a privately owned vendor of offshore analytics services.

Delivery Capabilities

WNS delivers its service from four delivery centers:

- Gurgaon
- Pune
- Bangalore
- Colombo, Sri Lanka

Client geographies supported include the U.S. and U.K.

Target Markets

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

- Wealth and asset managers headquartered in the U.S.
- Wealth and asset managers headquartered in the U.K.
- Wealth managers in headquartered in Australia (signed contract).

In future, WNS will continue to target mid-tier financial institutions based in the U.S., U.K. and Australia, with assets around \$30,000m.

WNS has added three new clients in the past twelve to eighteen months.

Strategic Direction

WNS' wealth and asset management BPS strategy is to:

- Target asset or fund management companies with AUM of ~\$30,000m in the U.S., U.K., and Australia
- Partner with Aladdin to create a platform based BPS offering and joint go-to-market initiative
- Attract skilled workforce (primarily FS industry domain knowledge) and maintain continuity of workforce capabilities with COEs and additional training. Increase certified workforce from 60% to 75% of wealth and asset management BPS employees
- Target niche markets such as RIAs who cater to large family offices and HNWIs
- Expand operations in twelve plus months to new markets, in APAC.

WNS has also shown resilience by adapting its wealth and asset management BPS focus over the years from investment analysis of instruments (fixed income and equities), to expanding into data management and compliance.

Today, WNS is adapting its delivery approach and onshore/offshore mix, for each market (especially increasing its onshore component in U.K. and Australia markets).

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Scope of the Report

The report provides a comprehensive and objective analysis of WNS' 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

9 pages

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Wealth and Asset Management BPS Vendor Assessments Also Available for:

Cognizant
EXL
HCL
Hexaware
WNS
IGATE
Mphasis
NIIT
TCS
Tech Mahindra
Tieto Oyj
Virtusa
WNS
Xchanging.