



Broadridge Transforming Managed Services in Banking

**Vendor Assessment
Report Abstract**

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12 pages





Who Is This Vendor Assessment For?

NelsonHall's Transforming Managed Services in Banking Vendor Assessment for Broadridge is a comprehensive assessment of Broadridge's Managed Services in Banking offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of managed services processes and identifying vendor suitability for Managed Services 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

Broadridge has been providing managed services to the capital markets industry since 2004. It began delivering services by acquiring services vendors (see below). In 2014 Broadridge began to productize its existing capabilities in professional services offerings to support its clients' move towards the use of digital technologies in their environments. At that time, Broadridge began the development of data and analytics tools designed to augment customer engagement opportunities and enhance relationships with end-clients. These tools combine artificial intelligence with analytics and learning technology to help identify prospects.

Broadridge has grown the size and capabilities of its services by acquisitions and strategic partnerships, including:

- Clearing business from Bank of America (2004): provided white label clearing and brokerage services to self-clearing brokers. Sold Penson Financial Service in 2010, but the services contract was retained
- City Networks (2010): software and services provider of reconciliation, multi-asset process automation, and operational risk management solutions. Since renamed Data Control, the solution now offers intelligent automation through machine learning algorithms that generate and improve matching rules, classify matching problems and suggest resolutions, the solution is used by the operations BPO team
- Paladyne (2011): Paladyne was a software vendor to hedge funds, asset managers, fund administrators, and prime brokers. It provided a comprehensive platform that included multi-asset class order and portfolio management tools; reference data, pricing, and valuation management applications; and data warehousing for firm-wide data aggregation and reporting
- Bonaire (2013): provides fee calculation, billing, and revenue and expense management solutions for asset managers including institutional asset managers, wealth managers, mutual funds, bank trusts, hedge funds, and capital markets firms. Together with the operations BPO, Broadridge offers billing and expense management solutions that reduce revenue leakage, improve expense allocation and reduce brokerage fees

- QED Systems (2015): Software and services provider to the asset management industry with key accounting and data management solutions. Institutional investors and asset managers with more than \$1.5T AUM benefit from the accounting solutions suite that adds to the Broadridge's portfolio of solutions for the asset management community
- M&O Systems, Inc. (2016): Broadridge acquired this vendor of advisor compensation solutions, which is now marketed as Broadridge Advisor Compensation (BRAC). Also, in 2016, Broadridge made large investments in talent acquisition to further of the development of their Wealth platform
- IP for a global asset servicing solution (2017): The solution can span multiple business lines and records to deliver information in one consolidated fashion via one portal
- Partnership with UBS (2018): The partnership was established to develop an open wealth management platform. UBS was the first client. UBS supported the renovation of its platform to an open architecture with advanced technology functionality. The intention was to add more clients over time
- RPM Technologies of Canada (2019): RPM is a provider of post-trade processing and wealth management brokerage processing services for the Canadian marketplace. The acquisition doubles Broadridge's presence in the Canadian marketplace
- Clearstructure Financial Technology (2019): a global provider of portfolio management solutions for the private debt markets delivering a set of SaaS offerings
- Fundslibrary (2020): a vendor of fund document and data dissemination services in the European market.

Scope of the Report

The report provides a comprehensive and objective analysis of managed services 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.

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Report Length

12 pages

Managed Services in Banking Vendor Assessments Also Available for:

Antworks

Atos

Avaloq

Broadridge

Capgemini

Capita

Cognizant

DXC

FIS

Gemini

Happiest Minds

Infostretch

Infosys

Kuliza

Mindtree

Sopra Steria

Tech Mahindra

TCS

Wipro