



**NelsonHall**  
TRANSFORM THROUGH INSIGHT

# Vendor Profile

## Transforming Wealth and Asset Management Services

# WNS

### Report Abstract

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By Andy Efstathiou

Director

NelsonHall

8 pages

### Contents of Full Report

1. Background
2. Revenue Summary
3. WNS Offerings
4. Delivery Capability and Partnerships
5. Target Markets
6. Strategy
7. Strengths & Challenges
  - 7.1. Strengths
  - 7.2. Challenges
8. Outlook

## Who is this Vendor Assessment for?

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NelsonHall's 'Transforming Wealth and Asset Management Services' profile on WNS is a comprehensive assessment of WNS' offerings and capabilities for the wealth and asset management sector, designed for:

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

## WNS Findings & Highlights

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WNS began delivering services to the wealth and asset management industry in 2006 with BPS contracts providing fixed-income analytics for two firms. WNS has expanded its range of services for W&A management to include data management and process automation services.

Over the past three years, WNS has invested in three focus areas:

- Expanding service capabilities:
  - Hyperautomation services: WNS acquired Vuram in 2022 to expand its capabilities in RPA, BPM, and intelligent document processing. Leveraging partnership with Appian, WNS has built hyperautomation-powered workflows across the landscape of investment operations
  - Platform-based research and analytics: WNS acquired The Smart Cube in 2023 to expand its digitally-delivered research and analytics services
  - Data consulting, analytics, and AI: WNS started the Triange business unit in 2022 to expand its data management and analysis offerings
- Providing employees with domain-specific training:
  - Hires employees from industry firms for their domain expertise
  - Provides training and career progression in a four-level process, including in-house basic product training, in-house advanced product training, external product-specific training, and industry certifications (CFA institute, CPA, GARP, and CISI)
- Enhancing data management capabilities: with its team of data scientists and engineers, WNS has addressed data modernization and management challenges of diverse asset and wealth managers. These projects have since transformed into ongoing support for analytical support for data commercialization and cost optimization.

## Scope of the Report

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The report provides a comprehensive and objective analysis of WNS' BFS-focused wealth and asset management service offerings and capabilities and market and financial strength, including:

- Identification of the company's strategy, offerings, 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 WNS service components
- Analysis of the company's delivery organization including the location of delivery centers.

## **W&A Services in BFS Vendor Assessments also available for:**

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Apexon

Avaloq

Capgemini

Coforge

Cognizant

Genpact

Infosys

Kyndryl

LTI Mindtree

Mphasis

Quantiphi

TCS

UST

Wipro

WNS.

## About The Author

Andy is the Banking Sourcing Research Director at NelsonHall, where he has global responsibility for Retail and Commercial Banking and Capital Markets.

Andy assists both buy-side and vendor organizations in assessing opportunities and supplier capability across Banking services, including in the areas of Core Banking, Payments, Mortgages & Loans, and Securities Processing. In these domains, Andy covers professional services, hosting, and BPS.

Andy assists both buy-side and vendor organizations in financial services to assess opportunities and success factors in the application of technology and BPS. This increasingly encompasses all things digital.

Andy can be reached at:

Email: [Andy.Efstathiou@nelson-hall.com](mailto:Andy.Efstathiou@nelson-hall.com)

Twitter: [@AndyE\\_NH](https://twitter.com/AndyE_NH)



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NelsonHall is the leading global analyst firm dedicated to helping organizations understand the ‘art of the possible’ in digital operations transformation. With analysts in the U.S., U.K., Continental Europe, and Asia, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. For vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall’s research is based on rigorous, primary research, and is widely respected for the quality, depth, and insight of its analysis.

We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at [guy.saunders@nelson-hall.com](mailto:guy.saunders@nelson-hall.com)

### Boston

Riverside Center, 275 Grove Street, Suite 2-400, Newton Massachusetts 02466  
Phone: +1 857 207 3887

### London

29 Rose Hill  
Binfield  
Bracknell, RG42 5LH  
Phone: +44(0) 208 638 7282

### Paris

115 rue de Reuilly,  
75020 Paris  
Phone: + 33 (0)6 23 81 17 54

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