



Market Update

Wealth & Asset Management Services

Report Abstract

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3 pages

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Who is this Market Update for?

NelsonHall's market update for Wealth & Asset Management Services is designed for:

- Sourcing managers investigating sourcing developments within the financial services sector
- Vendor marketing, sales, and business managers developing strategies to target service opportunities within the financial services sector
- Financial analysts and investors specializing in the financial services sector.

Key Findings & Highlights

This report provides an update to NelsonHall's assessment of the Wealth & Asset Management Services market in the light of recent market developments.

Our forecast anticipated growing numbers of HNWIs globally, which has yet to happen. We also forecast changing customer preferences but underestimated how fast those changes would occur. This has caused the industry to focus on improved customer experience and personalization of wealth management advice and services.

Scope of the Report

This Market Update report updates NelsonHall's assessment of the Wealth & Asset Management Services market, including:

- A recap of the key points from our last market assessment
- A summary of significant market developments since then
- A brief analysis of how the wealth & asset management industry is responding to changing market dynamics.

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.

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About NelsonHall

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 conducts 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

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