

Transforming Wealth and Asset Management Services

Mphasis

Report Abstract

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By Andy Efstathiou

Director

NelsonHall

7 pages

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Who is this Vendor Assessment for?

NelsonHall's 'Transforming Wealth and Asset Management Services' profile on Mphasis is a comprehensive assessment of Mphasis' 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.

Mphasis Findings & Highlights

Mphasis began delivering services to the W&A industry in 1999, and it is now Mphasis' largest sub-vertical. Mphasis' W&A clients are primarily large firms based in the U.S. Mphasis supports clients in multiple financial product areas, including:

- Retirement accounts (Mphasis believes it services 6% of all retirement accounts in the U.S.)
- RIA accounts: (Mphasis believes it services 64% of all RIA accounts in the U.S.)
- HNW accounts: (Mphasis believes it services 12% of all HNW accounts in the U.S.).

Mphasis has made some acquisitions to enhance its capabilities and offerings to W&A clients:

- Silverline Technologies (2023): a Salesforce solutions and services vendor. The overwhelming majority of Mphasis' W&A clients use Salesforce solutions
- Blink UX (2021): a design company that expanded Mphasis' capabilities in user experience research, strategy, design, and implementation.

In addition, Mphasis is on codeveloping offerings with technology partners, including:

- Kore.ai: offerings for conversational AI
- Workfusion: offerings for digital, non-fungible workers.

Scope of the Report

The report provides a comprehensive and objective analysis of Mphasis' 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 Mphasis 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:

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

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



About NelsonHall

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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

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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