



# **Tieto** **Transforming Wealth and** **Asset Management Services**

**Vendor Abstract**  
**Report Summary**

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**8 pages**





## Who Is This Vendor Assessment For?

NelsonHall's Transforming Wealth and Asset Management Services Vendor Assessment for Tieto is a comprehensive assessment of Tieto's Wealth and Asset Management Services 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 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

Tieto began working with the wealth and asset management industry by selling software in the form of products such as AbaSec and the Pro family of products. In April 2015, Tieto added BPO by working with Cerdo, a joint venture of Scandinavian banks. Cerdo was founded in 2001 and delivers operations processing services. Tieto started its Cerdo relationship by taking management responsibilities for a Cerdo-owned delivery center based in Sweden. Tieto delivered wealth and asset management BPO services to Cerdo's existing clients, which was expanded over time to include additional clients and processes. In addition to W&A BPO, the Cerdo contract provides administrative payment services for its clients. In 2016, Cerdo was dissolved as an entity. Tieto now also delivers ITS and hosting services for the banks previously serviced by Cerdo.

For the past two years, Tieto has focused its business building efforts on providing products across business areas and increasing its partnerships. It has emphasized two key initiatives:

- Improve client go-to-market capabilities using the accelerators Tieto has developed for use in digital channels to enable wealth managers and banks to increase sales via digital channels
- Fill in white spaces in its product functionality. The focus here has been on accessing pension scheme solutions with wrappers for client-directed investment selection. The purpose is to widen access of wealth management services from the high net worth market to the mass affluent marketplace.

## Scope of the Report

The report provides a comprehensive and objective analysis of wealth and asset management 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.

## Contents

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2. Revenue Summary
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4. Delivery Capabilities & Partnerships
5. Target Markets
6. Strategic Direction
7. Strengths & Challenges
  - 7.1 Strengths
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8. Outlook

## Report Length

8 pages

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## Transforming Wealth and Asset Management Services Vendor Assessments Also Available for:

Atos  
Avaloq  
Broadridge  
Capgemini  
DXC  
Infosys  
L&T Infotech  
NIIT Technologies  
TCS  
Tieto  
Virtusa  
Wipro  
WNS