



WNS Reference Data Management BPO

**Vendor Assessment
Report Abstract**

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**by Andy Efstathiou
Director
NelsonHall**

11 pages





Who Is This Vendor Assessment For?

NelsonHall's Reference Data Management BPO Vendor Assessment for WNS is a comprehensive assessment of WNS' reference data management BPO (RDM BPO) offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of capital market process outsourcing and identifying vendor suitability for RDM BPO 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

This NelsonHall assessment analyses WNS' offerings and capabilities in reference data management BPO. WNS is one of a number of reference data management BPO companies analyzed in NelsonHall's comprehensive industry analysis programs.

Overview

WNS started its reference data BPM business in 2006, with 30 employees working for a leading North American financial advisor. Over time, the business has had up to 15 clients, and currently has 14 active clients.

Reference data management BPM is part of WNS' financial industry line of business. WNS provides reference data BPM services across all business in a bank (i.e. retail banking, broker/dealer, and asset management). Reference data is typically purchased by WNS' clients as part of a larger BPM engagement including other BPM services.

Financials

WNS' reference data management BPM revenues were volatile from 2008 to 2012, due to a couple of client losses in the capital markets industry segment, resulting from M&A activity/ recession. However, the company's RDM BPM revenues have been growing over the past two years, due to clients requiring account opening and maintenance services requiring RDM services. Securities RDM services remain a small proportion of overall RDM BPM services at WNS.

Delivery Capabilities

WNS BPO delivers service from seven delivery centers:

- Gurgaon
- Mumbai
- Bangalore
- Pune
- Nasik
- Manila (Philippines)
- Colombo (Sri Lanka).

WNS' RDM BPO supports client operations in four markets: U.S., U.K., Dubai, and India.

Target Markets

WNS' primary targets for RDM BPO are:

- Global investment banks headquartered in the U.S. and Europe
- Market data providers in the U.S. and Europe
- Investment arm of an insurance company headquartered in U.K.
- Regional Middle Eastern banks
- Wealth and asset managers headquartered in the U.S. and Europe
- Tier one Indian and other Asian banks.

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Scope of the Report

The report provides a comprehensive and objective analysis of WNS' reference data management BPO 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.

Report Length

11 pages

Report Author

Andy Efstathiou

andy.efstathiou@nelson-hall.com

Reference Data Management BPO Vendor Assessments Also Available for:

Broadridge

EXL

Genpact

Infosys

Mphasis

iGATE

TCS

Syntel

Wipro