



Avaloq Next Generation Wealth and Asset Management Operations Services

**Vendor Assessment
Report Abstract**

January 2018

**by Andy Efstathiou
Director
NelsonHall
11 pages**





Who Is This Vendor Assessment For?

NelsonHall's Next Generation Wealth and Asset (W&A) Management Operations Services Vendor Assessment for Avaloq is a comprehensive assessment of Avaloq's Next Generation W&A services offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of capital market process outsourcing and identifying vendor suitability for W&A 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

This NelsonHall assessment analyzes Avaloq's offerings and capabilities in W&A operations services. Avaloq is one of a number of W&A operations services companies analyzed in NelsonHall's comprehensive industry analysis programs.

Avaloq was founded to provide a comprehensive core banking platform, Avaloq Banking Suite, to the banking industry. The platform, designed initially for the Swiss market, has wealth and investment management capabilities. Avaloq uses its own banking platform with all its clients. The platform was initially written in the mid-1990s, and is updated semi-annually. In 2011, Avaloq expanded its services into BPS by acquiring a 51% stake in B-Source, a BPS provider founded in 1995 and offering services exclusively on the Avaloq software. In 2016, Avaloq acquired 100% ownership in B-Source, which was then rebranded Avaloq Sourcing Switzerland and Liechtenstein. Today, the group also owns two BPS centers in Germany and Singapore. There is a fourth center in Switzerland, which is a joint-venture between Avaloq and Raiffeisen (the third largest bank in Switzerland consisting of ~250 community banks) which provides BPS to the Raiffeisen members. Avaloq will acquire full ownership of this center in 2019.

Five years ago, Avaloq extended its offering to include omnichannel functionality spanning PC and mobile devices. Today, it has a strong focus on creating an open platform to support third-party, as well as its own, development. This has been supported through architectural changes to the Avaloq platform to enable external development, and through the creation of a set of standard REST APIs to ease integration (e.g. of third-party Fintech components). Today, Avaloq has partnerships with ~90 external software vendors to extend the scope of capabilities of its platform. All of its clients use some or all the FinTech functionality available on its platform.

Contents

1.	Background	
2.	Revenue Summary	
3.	Key Offerings	
4.	Delivery Capabilities & Partnerships	
5.	Target Markets	
6.	Strategic Direction	
7.	Strengths & Challenges	
	7.1 Strengths	
	7.2 Challenges	
8.	Outlook	

Scope of the Report

The report provides a comprehensive and objective analysis of W&A operations 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.

Report Length

11 pages

Report Author

Andy Efstathiou

andy.efstathiou@nelson-hall.com

W&A BPS Vendor Assessments Also Available for:

Avaloq

Broadridge

Capco

Capgemini

CGI

DXC

Infosys

Mphasis

NIIT Tech

Tieto

TCS

Wipro