

IDC MarketScape: Worldwide Wealth Management Technology Services for Investment Advisors 2025 Vendor Assessment

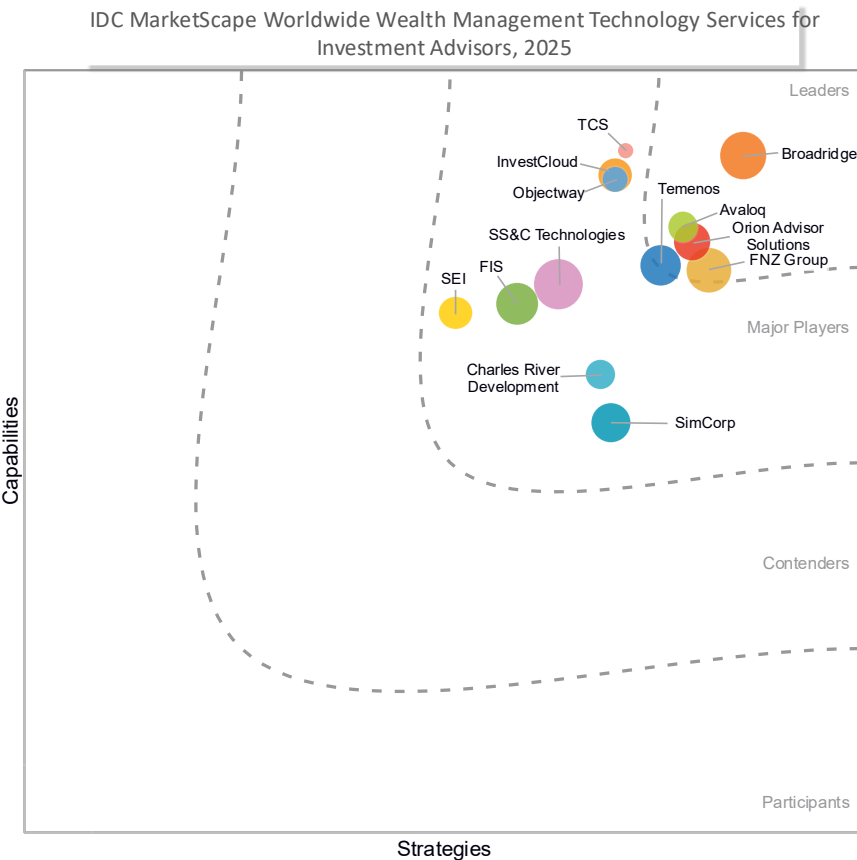
Thomas Shuster

THIS IDC MARKETSCAPE EXCERPT FEATURES TEMENOS

IDC MARKETSCAPE FIGURE

FIGURE 1

IDC MarketScape Worldwide Wealth Management Technology Services for Investment Advisors Vendor Assessment



Source: IDC, 2025

Please see the Appendix for detailed methodology, market definition, and scoring criteria.

IN THIS EXCERPT

The content for this excerpt was taken directly from IDC MarketScape: Worldwide Wealth Management Technology Services for Investment Advisors 2025 Vendor Assessment, document number: #US50734024. All or parts of the following sections are included in this excerpt: IDC Opinion, IDC MarketScape Vendor Inclusion Criteria, Essential Guidance, Vendor Summary Profile, Appendix and Learn More. Also included is Figure 1.

IDC OPINION

A potent combination of evolving client expectations, technological advancements, regulatory change, and competitive pressures is forcing transformations in the broader wealth management industry. Investment advisors today find themselves in a complex and ever-changing operating environment where traditional advisory models are evolving in response to rapid digital innovation.

A historically relationship-driven business, investment advisors are now turning toward technology to enhance client experience, operational efficiency, and compliance adherence. Wealth management technology has transitioned significantly from a supporting role to a critical infrastructure underpinning advisory practices.

A prominent trend shaping the industry is the demand for integrated front-to-back platforms where advisors can seamlessly combine client onboarding, client relationship management, financial planning, portfolio management, compliance, and client reporting within a unified system. Firms exemplifying this holistic integration of wealth management capabilities are positioning themselves as strategic partners rather than mere software vendors. Such integrated ecosystems facilitate streamlined workflows, reduce operational dependencies, and empower advisors with situational awareness and comprehensive, real-time insights.

Concurrently, the proliferation of API-driven architectures and open ecosystems signifies another transformative trend. Wealth technology vendors recognize the need for flexibility and interoperability, enabling advisors to easily integrate third-party applications, specialized fintech solutions, and proprietary tools. Platforms with an open architecture approach epitomize this shift toward modular, plug-and-play infrastructures. This modularity ensures advisors can swiftly adapt to changing client preferences and regulatory demands without extensive reengineering.

The escalating adoption of artificial intelligence (AI) and machine learning also merits attention. Beyond mere automation, AI applications in wealth management now extend into sophisticated use cases such as predictive analytics, personalized client insights, behavioral finance integrations, and proactive compliance monitoring. These innovations significantly enhance advisors' capabilities, enabling more precise client segmentation, improved investment recommendations, and superior risk management.

Regulatory complexity remains an ever-present challenge and a significant driver of technology investment. Advisors are compelled to respond to rigorous compliance requirements, including suitability assessments, data privacy laws like GDPR and CCPA, and evolving fiduciary standards. Technology platforms that embed compliance tools — such as automated suitability checks, audit trails, data encryption, and multi-jurisdictional regulatory reporting — become indispensable. Firms must adopt robust systems capable of handling intricate compliance environments.

The demographic shift in client profiles further drives change, particularly as younger, digitally native generations increasingly assume control of wealth. These clients expect intuitive, digitally enabled interactions characterized by transparency, immediacy, and customization. Consequently, the industry is seeing intensified efforts to enhance client portals, mobile access, digital onboarding, and seamless communication channels. Vendors investing significantly in user experience enhancements and intuitive client interfaces will likely see substantial growth and advisor adoption.

Looking toward future states, we anticipate continued convergence of digital advisory platforms and traditional human-led advisory models, resulting in hybrid advisory approaches dominating the marketplace. Advisors that skillfully leverage technology for routine tasks, compliance, and data analysis while focusing human expertise on complex, nuanced client interactions will achieve differentiated market positions.

IDC MARKETSCOPE VENDOR INCLUSION CRITERIA

To qualify for inclusion in this wealth management industry benchmarking study, vendors must demonstrate comprehensive core capabilities by supporting at least four critical wealth management functions, such as client onboarding and CRM, portfolio management, trading and order management, financial planning tools, compliance automation, back-office operations, core banking integration, or business process outsourcing services. In addition, eligible platforms must provide front-to-back integration, effectively linking front-office advisory tools with middle- and back-office operations. In terms of client base and market reach, vendors are required to serve at least two client segments among independent financial advisors (IFAs), registered investment advisors (RIAs), private banks, institutional asset managers, broker-dealers,

or family offices. They must either be a prominent provider within the U.S. market or demonstrate robust multicurrency and multi-jurisdictional compliance capabilities covering at least two major regulatory frameworks (e.g., SEC, FINRA, MiFID II, GDPR). Regarding deployment and scalability, included platforms must offer flexible deployment options, such as SaaS, on premises, hybrid, or private cloud hosting, and have a demonstrable track record of supporting enterprise-level scalability for high-volume data processing typical of large wealth management firms and private banks. Finally, to satisfy compliance and security criteria, vendors must have certifications or proven alignment with recognized regulatory and data security frameworks, including ISO 27001, SOC 2, GDPR/CCPA, SEC/FINRA, or MiFID II standards. It should be noted that wirehouse services such as UBS Advisor Solutions are not considered here.

ADVICE FOR TECHNOLOGY BUYERS

IDC offers the following advice to wealth management technology buyers researching, experimenting, adopting, or expanding their use of wealth management technology services for investment advisors:

- **Prioritize integration and flexibility:** Choose platforms that offer comprehensive front-to-back integration, seamlessly connecting advisor-facing functionalities (like CRM, onboarding, and financial planning) with middle- and back-office processes (including compliance, reporting, and portfolio management). Favor providers with open, API-driven architectures that allow easy integration with existing systems and third-party applications.
- **Assess vendor scalability and future-readiness:** Evaluate whether the technology solution can scale effectively to accommodate your firm's growth and future needs. Solutions must reliably handle high transaction volumes and increasingly complex data requirements as your organization expands. Prioritize vendors that demonstrate a robust development road map and ongoing investments in innovation, including cloud-native capabilities and artificial intelligence.
- **Ensure robust compliance and security standards:** Adopt technology platforms aligned with recognized regulatory compliance and data privacy frameworks, such as SOC 2, ISO 27001, GDPR, and SEC/FINRA compliance. Vendors should proactively incorporate regulatory updates, provide comprehensive audit trails, and support rigorous cybersecurity protocols to mitigate operational and compliance risks.
- **Focus on enhanced client and advisor experiences:** Select technologies designed with intuitive user experiences that support efficient advisor workflows and enhance client engagement. Consider platforms offering dynamic client

portals, mobile accessibility, real-time reporting, and digital onboarding to meet evolving client expectations and advisor productivity goals.

- **Consider total cost of ownership and implementation efficiency:** Carefully evaluate the total cost of ownership, including licensing fees, implementation expenses, ongoing support, and training costs. Vendors should transparently outline their pricing structures, and buyers should prioritize providers known for efficient deployments, dedicated implementation teams, and responsive support to minimize business disruption and maximize value.
- **Assess depth of domain expertise and industry alignment:** Select vendors that demonstrate strong industry knowledge and align closely with your firm's specific operational needs and strategic goals. Evaluate providers based on their track record and success stories within relevant client segments, such as independent advisory firms, broker-dealers, private banks, or family offices. Deep domain expertise typically translates into more tailored functionality, practical support, and overall better alignment with your firm's unique requirements.

VENDOR SUMMARY PROFILE

Temenos

Temenos is positioned as a Leader in the 2025 IDC MarketScape for worldwide wealth management technology services for investment advisors.

Temenos, a public Swiss software company specializing in core banking, offers a dedicated wealth management suite that private banks and wealth management institutions worldwide have adopted. Temenos' wealth offering historically came from its acquisition of Odyssey Financial Technologies in 2010, which brought in the Triple'A Plus portfolio management system and Front Office Advisor tools. These were integrated with Temenos' core banking, Digital, and Datasource to form Temenos WealthSuite, an end-to-end wealth management solution. Today, Temenos Wealth covers client profiling, investment proposal generation, portfolio management and analytics, and core operations specific to wealth management (such as securities custody, and payments). A hallmark of Temenos' wealth tech is powerful portfolio modeling and analytical capabilities (from the Triple'A engine), which many private banks have relied on for complex portfolio strategies — functionality critical in HNW/UHNW segments. On the front end, Temenos offers a digital platform for RMs and clients, including modules for client onboarding, robust client relationship management, and client-facing mobile apps. Recent developments include Temenos' adoption of cloud deployment (Temenos SaaS), AI-driven enhancements (such as robo-advisory and next best product recommendations integrated into the wealth CRM), and

APIs that enable Temenos wealth functions to integrate with other channels. Notably, Temenos Wealth has strength in multi-entity support — banks operating across multiple markets can use one instance to serve various booking centers with localized compliance. Temenos Wealth Management is widely regarded as an open, integrated solution for private banking, offering in-depth portfolio management that can be combined with Temenos' core and digital banking capabilities as well as other vendors' solutions. Alternatively, products are made available for purchase individually.

Quick facts include:

- **Company headquarters:** Geneva, Switzerland
- **Number of employees:** More than 6,000 total
- **Primary customer segments:** Small to large private banks, wealth managers, and challenger banks or fintech wealth platforms that require a combined core plus wealth solution
- **Key geographic markets:** Europe (strong in Switzerland and Luxembourg), Asia/Pacific (Singapore, Hong Kong, and emerging Asian private banking markets), the Middle East (several Gulf region private banks), and some presence in the Americas
- **Core capabilities:** Temenos' Digital Wealth product encompasses digital advisory, digital investing, and banking services. Its Wealth Front Office product (Triple A) addresses client risk profiling, investment modeling, goal-based planning, portfolio analysis, and ordering and rebalancing. Its Wealth Securities product supports multiple asset classes and its Datasource product supports multiple market data sources.
- **Deployment models supported:** On premises or cloud (where Temenos or the clients can exercise cloud management) (Temenos supports a hybrid model with core on premises and a digital front end on cloud.)

Strengths

- **Integrated front office to back office specific to wealth:** Temenos provides all components needed for wealth management within one architecture. Because the CRM/advisory tools tie directly into execution and core accounting, there's no lag or reconciliation needed between what an RM sees and what operations records. Clients receive a single, consolidated platform for both their banking and investment needs, and RMs have a comprehensive view of their clients.
- **Functionally rich for portfolio management:** Temenos' legacy of Triple A ensures that its portfolio management capabilities are robust, able to handle complex portfolios with bespoke asset classes, perform sophisticated calculations, and manage discretionary mandates at scale.

- **Global and local compliance expertise:** Serving wealth managers across 150+ countries, Temenos incorporates extensive compliance functionality — whether it's MiFID II suitability and cost disclosure in Europe or local tax reporting requirements in Asia. This out-of-the-box regulatory support reduces the need for custom developments for each market a wealth manager operates in. In addition, Temenos offers multicurrency and multi-language support, stemming from its core banking heritage, which is relevant to private banks with international clients.

Challenges

- **Digital experience evolving for emerging segments:** While Temenos has a strong track record supporting UHNW and HNW clients, its digital experience is still maturing to meet the expectations of mass affluent and emerging affluent investors, that increasingly demand intuitive, mobile-first interactions. Temenos reports active investment in simplified digital experiences for the mass affluent.
- **Platform breadth that can feel complex for straightforward use cases:** The flexibility and depth of Temenos Wealth are advantages in complex environments, but firms with simpler requirements may perceive the platform as overly intricate. Ensuring ease of adoption for less specialized deployments remains an area of focus. Temenos reports development of packaged configurations and deployment tooling to simplify adoption as may be useful for select clientele.
- **Limited applicability outside core wealth segment:** Temenos Wealth is intentionally designed for private banking and discretionary wealth use cases. It does not currently address the needs of institutional investors or retail self-directed segments, which may limit its fit for firms seeking to consolidate across diverse lines of business.

Consider Temenos When

- You are a large or growing private bank/wealth manager that requires a unified system for international operations, with strong controls and the ability to service complex client needs (If managing multiple systems and reconciliations hinders your client service or efficiency, Temenos provides an integrated environment that can alleviate these pain points.)
- Regulatory compliance and risk management are top of mind (If you operate in strict regulatory environments [e.g., European Union, Singapore, Switzerland] and need a system that will help keep you compliant across the board (from suitability to tax reporting), Temenos' built-in capabilities and regularly updated compliance frameworks are a strong asset.)

- You seek a long-term strategic platform (Temenos can be viewed as a strategic infrastructure choice if you have a long-term horizon and a commitment to engaging with a comprehensive system. It's particularly compelling for institutions that also plan to revamp core banking simultaneously, as Temenos can deliver significant synergies in a combined deployment of banking and wealth.)

APPENDIX

Reading an IDC MarketScape Graph

For the purposes of this analysis, IDC divided potential key measures for success into two primary categories: capabilities and strategies.

Positioning on the y-axis reflects the vendor's current capabilities and menu of services and how well aligned the vendor is to customer needs. The capabilities category focuses on the capabilities of the company and product today, here and now. Under this category, IDC analysts will look at how well a vendor builds/delivers capabilities that enable it to execute its chosen strategy in the market.

Positioning on the x-axis, or strategies axis, indicates how well the vendor's future strategy aligns with what customers will require in three to five years. The strategies category focuses on high-level decisions and underlying assumptions about offerings, customer segments, and business and go-to-market plans for the next three to five years.

IDC weighted capabilities at 60% and strategy at 40% to reflect the primacy of execution in today's wealth management technology market. Advisors depend on vendors' current delivery, integration quality, and support to meet client and regulatory demands, making present-day capability a stronger determinant of value. Strategy remains important, but its weighting is moderated to ensure a given vendor's vision for the next three to five years is balanced with proven execution today.

The size of the individual vendor markers in the IDC MarketScape represents the market share of each individual vendor within the specific market segment being assessed.

IDC MarketScape Methodology

IDC MarketScape criteria selection, weightings, and vendor scores represent well-researched IDC judgment about the market and specific vendors. IDC analysts tailor the range of standard characteristics by which vendors are measured through structured discussions, surveys, and interviews with market leaders, participants, and end users.

Market weightings are based on user interviews, buyer surveys, and the input of IDC experts in each market. IDC analysts base individual vendor scores, and ultimately vendor positions on the IDC MarketScape, on detailed surveys and interviews with the vendors, publicly available information, and end-user experiences in an effort to provide an accurate and consistent assessment of each vendor's characteristics, behavior, and capability.

Market Definition

The wealth management technology market encompasses a broad range of specialized solutions designed specifically for investment advisors. Given the breadth and fragmentation of the wealth technology market for investment advisors, it can be difficult to gauge any one vendor's market share. Asset levels alone may not reflect overall market traction, as vendors often serve different segments, regions, and use cases. Many wealth management technology vendors pursue an end-to-end platform solution product strategy offering integrated, feature-rich capabilities to comprehensively support the advisory process, from initial client onboarding and relationship management through sophisticated portfolio management, trade execution, compliance monitoring, regulatory reporting, and ongoing client engagement.

Core functionalities typically include financial planning tools, advanced portfolio analytics, risk management, and compliance automation. Some vendors take it a step further by providing trading and order management systems, as well as core banking services. In addition, these platforms often feature extensive client engagement tools — including digital client portals, personalized reporting, and interactive financial planning modules — to enhance collaboration between advisors and clients and streamline communication.

Many solutions within this market are notable for their flexible integration capabilities, leveraging modern technology architectures such as cloud-native, API-driven, or hybrid deployment models. This flexibility allows wealth management firms to easily integrate new tools, third-party applications, and data sources, significantly enhancing operational agility and scalability.

Investment management infrastructure remains a critical component, encompassing robust middle- and back-office functionalities, such as transaction processing, investment accounting, performance attribution, and comprehensive regulatory compliance tools. Such solutions are designed to handle complex multi-asset class portfolios, extensive regulatory requirements, and high transaction volumes, making them particularly suitable for large-scale, institutional-grade wealth management operations.

Advanced analytics and artificial intelligence capabilities are becoming increasingly common, providing predictive insights, automated compliance monitoring, and tailored investment recommendations, which further empower advisors to deliver superior client outcomes. Vendors in this space continually evolve their offerings to meet evolving regulatory standards, changing client demographics, and increasing demand for digital-first experiences.

Overall, the wealth management technology services market for investment advisors is characterized by a strong emphasis on integrated solutions, operational efficiency, compliance robustness, and enhanced client experiences, positioning firms to navigate industry challenges and capitalize on new opportunities effectively.

Strategies and Capabilities Criteria

To assess vendors in the wealth management technology market for investment advisors, IDC applied a structured framework that evaluates both present-day capabilities and future-oriented strategies. Capabilities criteria capture the depth, reliability, and client experience of solutions as they are delivered today, while strategy criteria measure a vendor's vision, innovation agenda, and ability to sustain investment and execution over the next three to five years. Tables 1 and 2 outline the specific criteria and weightings applied in this assessment.

LEARN MORE

Related Research

- *Generative AI Use Case Taxonomy, 2025: The Capital Markets Industry* (IDC #US53344225, April 2025)
- *IDC TechBrief: Real-World Asset Tokenization Platform Services* (IDC #US52819924, January 2025)
- *The Future of Wealth Management Is Generative* (IDC #US51459324, September 2024)
- *The What, Where, How, and Why of Financial Data Management in Today's Capital Markets* (IDC #US52132224, May 2024)
- *IDC Perspective: The Proliferating Use Cases for Generative AI in the Capital Markets* (IDC #US51215523, October 2023)

Synopsis

This IDC study represents a vendor assessment of the wealth management technology services for the advisory market, conducted through the IDC MarketScape model.

The wealth management technology services market for investment advisors provides comprehensive, integrated solutions that support the end-to-end advisory life cycle, enhancing client engagement, operational efficiency, compliance adherence, and overall portfolio management capabilities. As the industry undergoes significant transformation driven by evolving client expectations, regulatory complexities, and technological advancements, investment advisors increasingly rely on sophisticated technology platforms to remain competitive and responsive. Today's technology solutions not only streamline and automate essential advisory functions but also enable advisors to deliver personalized, data-driven advice and proactive client service. By leveraging flexible integration frameworks and advanced analytics, advisors can more effectively manage regulatory challenges, anticipate client needs, and enhance their value proposition.

"Technology is no longer a support function in wealth management — it is the infrastructure through which investment advisors deliver advice, engage clients, and drive growth," says Thomas Shuster, research director, IDC Financial Insights.

ABOUT IDC

International Data Corporation (IDC) is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology markets. With more than 1,300 analysts worldwide, IDC offers global, regional, and local expertise on technology, IT benchmarking and sourcing, and industry opportunities and trends in over 110 countries. IDC's analysis and insight helps IT professionals, business executives, and the investment community to make fact-based technology decisions and to achieve their key business objectives. Founded in 1964, IDC is a wholly owned subsidiary of International Data Group (IDG, Inc.).

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