

Collaboration – the new growth paradigm



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(IA)

We all expect that the Swiss IAM industry will necessarily consolidate over the coming years,

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Consequently, we are being approached frequently by proactive IAMs who wish to capitalise on the pending consolidation,

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(or considers selling only at unrealistic valuation levels). H ?

We advocate a mind-set change away from an “acquisition” paradigm towards a new “partnership and collaboration” reality

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It is not easy to know who among the approximately 3,000 IAMs would be compatible as collaboration partners

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If you are interested to either find a partner or potentially plan your transition, we encourage you to take action as soon as possible. L

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Ray Soudab
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Membre du GSCGI

Ray Soudab founded MilleniumAssociates in 2000, an independent firm specialised in M&A and strategic advice for the global financial services industry with particular focus on wealth management.

In 2014 MilleniumAssociates successfully launched their CATCH® programme enabling participating private banks and IAMs to manage their client and market focus resegmentation strategies in a friendly, orderly and profitable manner.

Following increasing demand by IAMs for effective collaboration solutions, MilleniumAssociates further developed the CATCH® Partnership Program, enabling IAMs to search for like-minded merger or collaboration partners. For further information: please contact us at catch@milleniumassociates.com.