



Convergence Likely to Lift Out Middle and Back Office (LTLO-MBO)

Managed-services opportunity intelligence for asset managers
July 2026

Product Description

- Likely to Lift Out Middle and Back Office identifies investment advisers and private funds with financial, operational, staffing, or compliance conditions that may make a full or partial operating-model lift-out commercially compelling. The product analyzes growth, fund complexity, strategy mix, investor base, service provider relationships, staffing, and operational risk to help managed-services providers focus on managers most likely to need external scale and support.

Product Benefits

- **Creates a First-Mover Advantage:** prioritizes managers before a formal outsourcing or managed-services process begins.
- **Supports a Business-Case Conversation:** helps teams frame cost, scale, continuity, controls, and execution benefits using the manager's operating facts.
- **Defines a Material Market Opportunity:** the source materials estimate that 185 to 225 managers may consider a full or partial lift-out, representing a \$1.0 billion five-year opportunity.

Product Features

- **Manager Scoring:** uses fund type, asset scale, staffing levels, and financial, operational, or compliance stress indicators to prioritize targets.
- **Detailed Opportunity Reporting:** provides stress indicators, organization profiles, and cost projections for executive and transition discussions.
- **Messaging and Target Configuration:** aligns the target universe with the activities the client can support and the conditions most relevant to a lift-out decision.

Primary Use Cases and Delivery

- **Primary Users:** fund administrator managed-services leaders, sales teams, strategy teams, operating executives, and relationship managers.
- **Common Use Cases:** full or partial lift-out targeting, operating-model assessments, executive outreach, and transition-planning discussions.
- **Commercial Context:** winning a lift-out can expand the relationship and position the provider to support more of the adviser's future fund launches.