

Mirador Enters the Wealth Management Industry in UK

US-based Mirador, Inc., the tech-enabled managed services partner to the wealth management industry, has opened an office in the international business hub, Edinburgh, Scotland, to best serve its clients across multiple time zones. Heidi Davis, Chief Operating Officer at Mirador, explains why they are uniquely positioned to serve wealth managers, families & family offices, endowments, and foundations. “We cover the whole process, from data collection to data entry and reconciliation, and, ultimately, through to reporting. Not many companies do what we do, at least not at this international scale.”

Mirador combines powerful data science and deep financial expertise to provide best-of-breed financial reporting services, middle office services, compensation management, technology solutions and products to the UHNW wealth management industry. The firm’s experience in working with highly complex family legal structures and sophisticated financial investments has allowed them to easily scale to institutional-level engagements. Recently, UBS announced a partnership with Mirador and Addepar that will deliver comprehensive wealth analysis and reporting to UBS advisors serving UHNW clients. The recent acquisition of Fusion Financial Partners, LLC (Fusion), a full-service agency dedicated to the Registered Investment Advisor (RIA) industry, adds strategic and execution services to Mirador’s U.S. RIA marketplace, including vision and strategy development, revenue growth

solutions, pricing and compensation, tuck-in roadmap and execution, succession planning, and breakaway advisor launch services.

Ms. Davis emphasises that Mirador is technology-agnostic. “Our aim is to help our clients get a clear picture of their total financial wealth, providing them with the reporting they need so that they can see what their total net worth is. We look at their needs and provide strategic advice on which tools would suit them best. Not a lot of firms do what we do. There are a lot of technology providers in this space, and a lot of amazing tools, but they’re complicated, and they require somebody to be on the case all the time. Many of our clients have alternative investment data that comes from multiple sources, which is another complicating factor. We collect all of their data, enter them, automate processes if needed, then reconcile the data, in other words ensure that they are correct. We’re

also experts in reporting and in data visualisation.”

Mirador started with one CT-based employee in 2015 and has grown to five office locations in the US with over 160 employees. “We now have expanded our footprint to the United Kingdom. The new Mirador Worldwide office in Edinburgh represents our first client-facing entity in the UK, currently supporting seven employees including our first UK salesperson. Mirador also houses some technical resources in Dublin, Ireland. Our long-term expansion goals may also include Switzerland,” says Ms. Davis.

Mirador recently placed at #545 on the 2022 Inc. 5000 fastest-growing private companies in the U.S. list and has been named as a finalist for the “best reporting solution” category in the 2023 Private Asset Management (“PAM”) Awards.


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