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## **Scorpio Partnership Scoops Wealth Management Consultancy Award for understanding client needs with 47% of the industry votes**

Scorpio Partnership has won for the second year running a poll of international wealth management professionals conducted by *WealthBriefing* in March assessing the leading provider of client and strategic knowledge on the industry. The firm again beat off competition from global firms including McKinsey & Co, Boston Consulting Group and PricewaterhouseCoopers. In this year's industry assessment Scorpio Partnership polled 47% of the vote, ahead of the nearest rival, Boston Consulting Group, by 25 percentage points.

The 2007 vote was based on the query: "which high net worth and ultra high net worth wealth management consultancy best understands client needs?" According to the organizers, *WealthBriefing*, the poll had 266 registered unique voters and was among the largest polls it has held.

"This latest award is great recognition in the continuing work of the Scorpio Partnership team. Annually, we now conduct more than 700 qualitative interviews worldwide with HNWs, UHNWs, and families for specific consulting assignments. It is a privilege to have the trust of our institutional clients to undertake this work and a satisfaction to see the measurable benefit in their businesses from listening to clients. This vote shows that we are on the right track in our long-term goals," said Sebastian Dovey, managing partner at Scorpio Partnership.

"The margin of our victory against such esteemed firms is a fantastic vote of confidence among our industry clients and peers. It is excellent news also to have received top billing for two years running. The process of strategy solutions at Scorpio Partnership has been systematically developed over years of close interaction with the market professionals and the world's wealthiest individuals. We aim to be a neutral and independent bridge between the two sides. We are pleased that it is being received with such a favourable response," said Catherine Tillotson, partner and head of research at Scorpio Partnership.

**Scorpio Partnership** was founded in 1998 as a strategic advisor in global wealth management. The company is based in London and specialises in developing bespoke primary research and consulting on a range of issues that engage the wealth management community. Scorpio Partnership has conducted over 350 global assignments since inception and has worked with over 130 financial institutions, private high net worth clients in private banking, family offices and related service industries. These clients are based in Europe, the Far East, the Middle East and North America. The business is a recognised market entry specialist across the globe for wealth management and has developed expertise in the process of interpreting the views of clients and translating them into specific agendas for relationship management teams.

Further details on Scorpio Partnership can be found on the firm's website at [www.scorpiopartnership.com](http://www.scorpiopartnership.com).

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