

Value Assessment statement for advisers

28 April 2023

Introduction Jackie Boylan, Head of Fidelity Adviser Solutions



Our aim is to always act in the best interests of our customers to enable them to achieve their financial aspirations. Our culture is one which puts the customer at the centre of what we do. We believe that an exceptional customer experience, along with high-quality service and solutions, will deliver the best outcomes for our customers and for our business.

We're authorised and regulated in the UK by the Financial Conduct Authority (FCA). As part of the FCA's new Consumer Duty, we need to continually ask ourselves whether our products and services represent fair value for the price customers pay.

To answer this question, we need to make a Value Assessment, at least once a year, to be reviewed by the Board of Directors and made available to the FCA and to financial advisers.

Fidelity Adviser Solutions is a well-established adviser services business that provides a wealth and investment administration system – or platform – offering a comprehensive range of investment-related products, tax wrappers, tools and other services to financial advisers, paraplanners, intermediaries and their customers.

The outcome in summary

As at the assessment date of 28 April, we have found that Fidelity Adviser Solutions represents value for money for customers in our target market. We will keep our services and proposition under regular review to ensure we continue to offer good value.

How do we assess value?

The following three core criteria summarise the approach Fidelity takes to the Value Assessment of the platform, so we can confidently say we are reviewing and improving the value proposition of Fidelity Adviser Solutions on an ongoing basis.

Review our value proposition and our fees and charges

Monitor the quality of service and gather customer feedback

Compare ourselves to similar competitors in the market

We have looked at the value provided in these three areas, reviewing information from multiple sources to assess our platform and evaluate the overall value for money.

Together with this Value Assessment statement, our Target Market statement helps us establish who our service is intended for and to make sure we're providing the right products and services to the right customers.

How we review our value proposition and our fees and charges

The purpose of this section is to show you how we review what we are charging for and what our customers get for their fee.

Customers are charged in return for us providing platform services associated with their investments. The range of available services will change over time, in keeping with customer demand and the key themes we're seeing in the market. These cover everything we offer as an investment platform, including any distributor costs associated with:

- accessing our services through our website – fidelityadvisersolutions.co.uk – to enable advisers to manage their customer's investments online and give them a wide range of investment products to choose from,
- administering customer accounts, such as ISAs, Investment Accounts and Pensions and providing all the regulatory reporting of assets customers choose to hold,
- offering more than 6,000 investment options, including a number of different types of funds, shares and exchange-traded products,
- enabling advisers to manage a portfolio of funds, either directly or by linking to a range of Discretionary Fund Managers' model portfolios available on the platform,
- providing tools and information to help advisers make informed investment recommendations and manage customer's investments on their behalf,
- facilitating and making the payment of advice fees to both advisers and, where appropriate, Discretionary Fund Managers,
- offering the ability for customers to access their accounts through our secure online service – fidelity.co.uk/clients – and mobile app.

Customers are charged fees for these services, details of which can be found [here](#).

We review the fees and charges for our services and make an assessment as to whether they offer good value for money for customers:

- When all fees and charges are combined, we look to see whether customers have a realistic chance of achieving their financial goals.
- We look at total cost including all fees, charges and distributor costs where appropriate, and whether we still offer value for money.

How we monitor the quality of service and gather customer feedback

The assessment criteria form the theory of how we measure our value proposition, measuring the quality of our service and customer feedback is what we use in practice. We gather data and personal customer experiences to determine whether our service delivers value for money.

To challenge our assumptions, we include:

- Feedback from customers and financial advisers.
- Independent reviews of our service by third parties.
- Continuous checks that our systems and services are operating to the high standard we expect, using specific and objective information such as data analytics, service level measures and rating criteria.
- Regular reviews of how our services are used by customers with specific requirements and accessibility needs so they can also achieve good outcomes.

How we compare ourselves to similar competitors in the market

We are keenly aware that customers and advisers have a choice about where and how they invest their money. That's why we are always striving to make sure we offer products and services that represent good value.

- As part of the wider Fidelity group, we maintain a continuous review of the platform marketplace to make sure that our price and proposition compare well among similar companies.
- The market comparison assessment tells us we are currently competitively priced which can be independently evidenced through several marketplace pricing comparison tools (such as AdviserAsset, Synaptics, O&M Systems, SelectaPension, The Lang Cat and Defaqto). We continually review this position based on our target market and make these observations part of our continuous improvement programme.

How did we do?

The value proposition and fees paid

In summary

Overall, Fidelity provides a wide range of services that customers and advisers are engaging with through our website and mobile app. Through this, they are able to use our resources, at a price point that suits them, to help them achieve their financial goals.

We have ongoing oversight of all the funds and investments we make available on our platform through a governance forum to make sure they're appropriate for our customers.

We have recently delivered improvements to our pension drawdown capability, and we have an ongoing series of enhancements looking at our proposition and service. Our communications are undergoing review to ensure they meet customer expectations.

Where we will do more

We will continue to engage with customers and advisers regularly to obtain feedback on our services and proposition, enabling us to continually improve our services.

Quality of service and customer feedback

In summary

We have measures in place to provide a better experience for our customers through continued improvement of systems and training of our people. We are striving to provide online services that are accessible to all and that meet Web Content Accessibility Guidelines (WCAG).

Where we will do more

We will continually review our key systems and services to make sure that we identify areas of concern for customers and advisers and address any complaints quickly and efficiently. While we are doing this, we will also make sure that these changes and improvements are effectively communicated to the people that they impact.

Market comparison

In summary

The fees and charges the customer pays benchmark favourably compared to similar companies in the market. We therefore believe that when all costs are combined, customers have a realistic chance of achieving good outcomes.

Where we will do more

We continually review our price and how we benchmark against similar propositions in the market to ensure that we deliver value for money for our customers.



Adviser Solutions

