



Sample Supplier Profile: Procurement Outsourcing (PO)

2008

Procurement outsourcing (PO) supplier profile

Company A



Medium
 Medium-high
 High

Company profile: Company A is a global management consulting, technology services, and outsourcing (both IT and BPO) service provider. The company offers its services and solutions to clients across various industries with a key focus on financial services and manufacturing

Web site: www.companya.com

Key leaders: John Miller, Chairman & CEO, Susan Black, CFO, Peter Smith, COO, James Davis, Group Chief Executive (Outsourcing)

Recent PO transactions:

- Nov 2007: Forbes 2000 financial services company
- Sep 2007: Major telecommunications company
- Apr 2007: Global real estate firm
- Dec 2006: Major energy & utilities company
- Sep 2006: Leading global retailer

Other major PO clients: Large logistics & courier firm, global insurance firm, major consumer goods firm

Recent PO-related developments:

- Jul 2006: Acquired Company B and Company C
- Jul 2004: Launched its procurement service offering

Locations catering to PO: Delhi, Pune, Bangalore, Chennai, Cebu, Dalian, Chengdu, Budapest, Caborca

Quality certification: CMM L5, CMMI, eSCM L5, BS 7799, SAS 70, COPC, ITIL, Six Sigma

Credit rating: A+ (S&P)

	2006
Overall revenues	US\$6.8 billion
Total employees	47,500
PO employees	~2,000
Spend managed for PO clients	US\$400 million

PO service suite: Sourcing and category management: strategic sourcing, portfolio management, and ongoing category management;
 Procurement services: buying support, purchase order and invoice processing, T&E processing, customer care, contract services, supplier services, supplier enablement and control, event management services, and application management;
 Business insights: compliance reporting, reporting and analytics, SLA reporting, and ad hoc reporting

PO revenue geography mix: 65% EMEA, 25% North America, 10% APAC

PO revenue vertical mix: 40% communications, 25% retail & manufacturing, 25% financial services, 10% others

Overall PO delivery capability:

Scale	Expertise	Technology capability	Delivery footprint	Overall

Company A is a leader in the PO market with ~15% global market share with a strong foothold in financial services. It leverages its IT capability to offer a complete portfolio of procurement services to its clients

Source: Everest Research Institute (2008)

Contact us to better understand how we can best assist you



Everest Research Institute uses its deep expertise and understanding of suppliers to provide you with:

- Fact based and practical assistance with short-listing of suppliers
- Comprehensive capability profiles for leading suppliers
- An extensive directory of suppliers spanning multiple functions, industries and geographies

Everest Research Institute has been designed to meet the specific needs of your organization. Whether it be published or custom research, actionable tools, or even one-to-one interaction, we can develop a solution that applies to your particular scenario.

For more information about the Institute or to procure supplier profiles please contact us:

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Get the answers today that lead to tomorrow's success



Everest Research Institute has the resources, experience, and capabilities to provide companies with the strategic intelligence, analysis, and insight that are crucial to making the right decisions in today's outsourcing marketplace.

With the vision of our leadership team, the personal commitment, and indeed, the passion of our professionals to deliver real value to our clients, our organization is unsurpassed in its ability to guide your company's future success.

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