



RESEARCH INSTITUTE

# Sample Supplier Profile: Corporate Overview

2009

# Corporate profile

## Company A: Company overview



RESEARCH INSTITUTE

**Company description:** 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

### Key leaders:

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

**Headquarters:** Dallas, TX, USA

**Service delivery capability:** Live customers across the globe including India, China, Mexico, Czech Republic, and USA

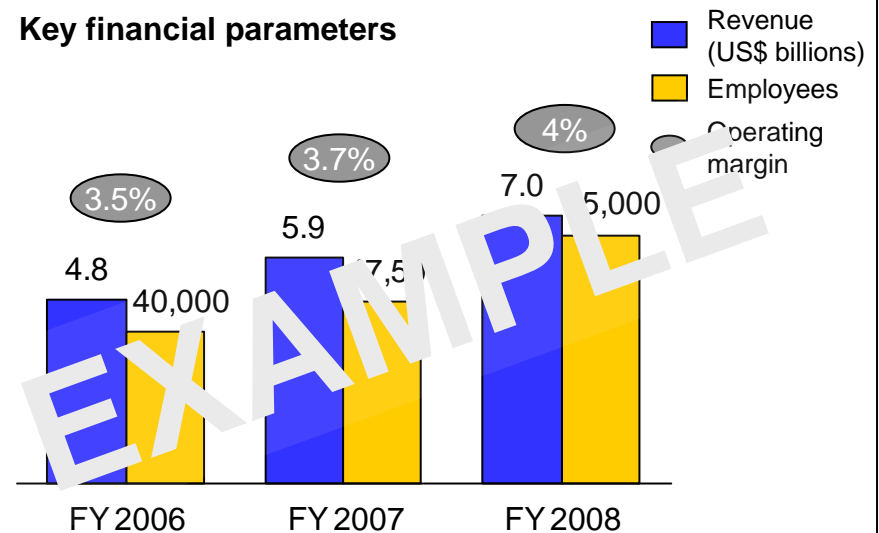
**Web site:** [www.companya.com](http://www.companya.com)

**Major clients:** Leading UK-based insurance firm, top-10 energy & utilities company, leading online retail firm

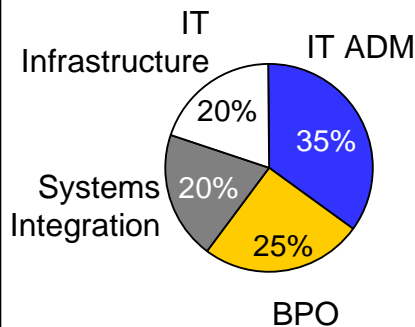
**Credit rating:** A- / Stable (S&P)

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

### Key financial parameters



### Service mix (2008)



### Key service offerings

- Business process outsourcing
- Application outsourcing
- IT infrastructure outsourcing
- Finance & accounting
- Human resource outsourcing
- Procurement
- Supply chain management
- Contact center

Sources: Everest Research Institute (2009); public disclosures

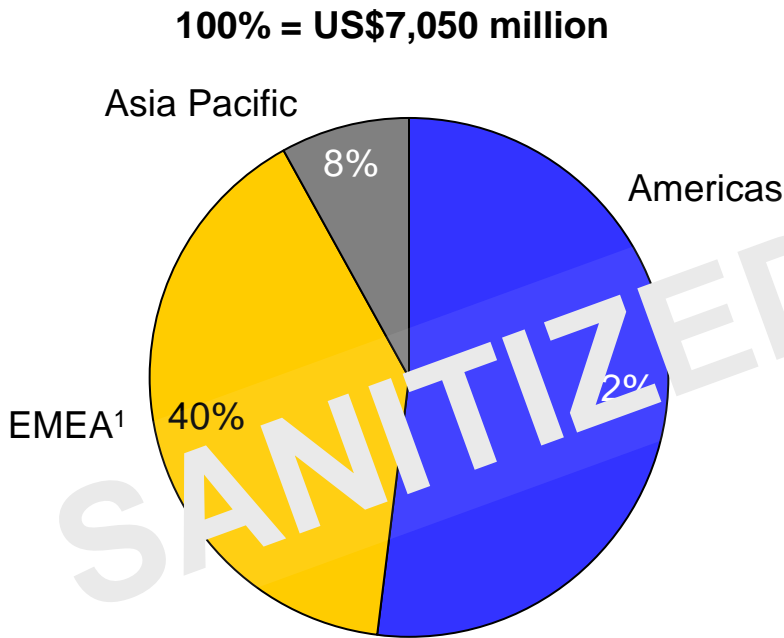
# Corporate profile

## Company A: Key business segments

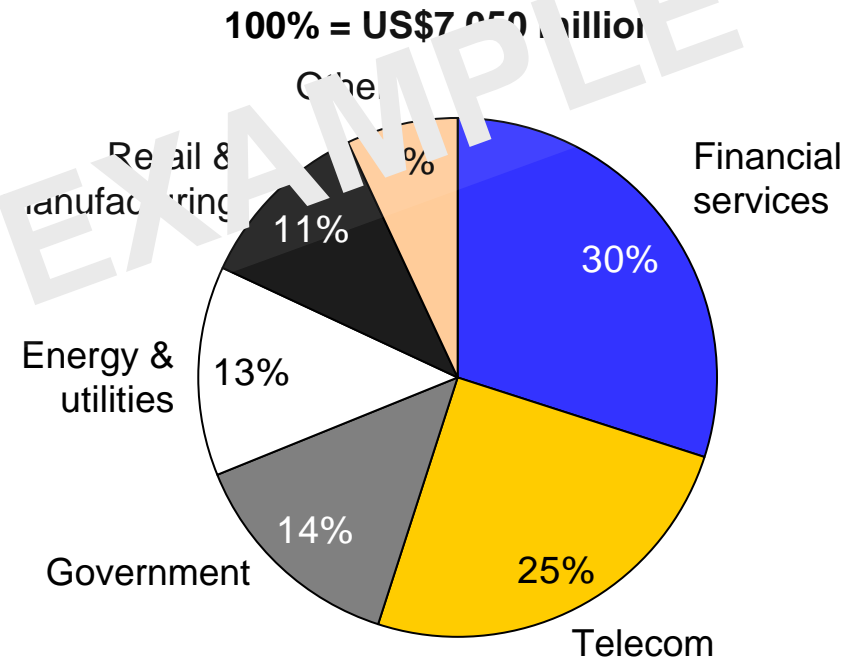


EVEREST  
RESEARCH INSTITUTE

**Distribution of revenues by client geography**  
2008; Percentage



**Distribution of revenues by client vertical**  
2008; Percentage



<sup>1</sup> Europe, Middle East and Africa

Sources: Everest Research Institute (2009); public disclosures

# Corporate profile

## Company A: Recent transactions activity and location developments



RESEARCH INSTITUTE

Recent transaction activity				
Buyer name	Signing date	TCV estimate (US\$ million)	Duration (years)	Services
Buyer A	July 2008	100	3	BPO, ITO
Buyer B	July 2008	35	5	IO
Buyer C	September 2008	50	5	3rd party – industry specific
Buyer D	September 2008	N.A.	N.A.	AO

Location developments			
Location	Status	Employees	Description
Lincoln (USA)	Planned	200	<ul style="list-style-type: none"><li>Company A announced plans to build a new facility in Lincoln, Nebraska, adding 150 jobs in the process. The center will offer services like computer networking, maintenance, and data storage</li><li>Services – IO services</li></ul>

Sources: Everest Research Institute (2009); public disclosures

# Corporate profile

## Company A: M&A activity and other market developments



RESEARCH INSTITUTE

Mergers & Acquisitions (M&A) and alliance activity		
Type of activity	Target/partner firm	Description
Alliance	XYZ Group (UK)	Company A announced a strategic partnership with XYZ group, a provider of enterprise solutions to the financial services market. The partnership will provide Company A with technology from XYZ group to focus on its multi-channel mortgage origination platform

Other significant developments	
Type of announcement	Description
Headcount related	<ul style="list-style-type: none"> <li>Company A announced plans to hire 500 people for its operations and for a new section that they plan to create under a new organization structure. The new hiring will include experts in the database management, packaging of applications, and desktop management domains</li> </ul>
Management changes	Company A appointed John Smith as the Vice President and General Manager of its Continental Europe region

Sources: Everest Research Institute (2009); public disclosures

# Corporate profile

## Company A: Key delivery locations



RESEARCH INSTITUTE



Sources: Everest Research Institute (2009); public disclosures

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:

Email: [info@everestresearchinstitute.com](mailto:info@everestresearchinstitute.com)

Phone: **+1-214-451-3110**

Web site: [www.everestresearchinstitute.com](http://www.everestresearchinstitute.com)

# Get the answers today that lead to tomorrow's success



RESEARCH INSTITUTE

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.

## **Everest Research Institute**

Two Galleria Tower  
13455 Noel Road, Suite 2100  
Dallas, TX 75240  
U.S.A.  
+1-214-451-3110  
www.everestresearchinstitute.com  
info@everestresearchinstitute.com

## **Everest Group**

150 E., 52<sup>nd</sup> Street, 16<sup>th</sup> Floor  
New York, NY 10022  
U.S.A.  
+1-646-805-4000

## **Everest Canada**

The Exchange Tower  
130 King Street West, Suite 1800  
Toronto, ON  
Canada M5X 1E3  
+1-416-865-2033



## **Everest UK**

83 Baker Street  
London, W1U 6LA  
United Kingdom  
+44-87-0770-0270



## **Everest Netherlands & Continental Europe**

Atrium Building 3<sup>rd</sup> Floor  
Strawinskylaan 3051  
1007 ZX Amsterdam  
+31-20-301-2138

## **Everest India**

Ground Floor, Tower A  
Unitech Business Park  
South City - I, Gurgaon  
National Capital Region  
India 122001  
+91-124-304-1000

## **Everest Australasia**

Level 6, 90 Mount Street  
North Sydney, NSW 2060  
Australia  
+61-3-9833-1018

## **Everest Australia**

409a Wattletree Road  
East Malvern  
Melbourne, VIC 3145  
Australia  
+61-3-9509-3933