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## Sample Supplier Profile: Learning Services Outsourcing (LSO)

2009

# Learning Services Outsourcing (LSO) supplier profile

## Company A



EVEREST  
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**Company profile:** Company A provides consulting, technology services, and outsourcing services. It provides learning outsourcing as part of its overall BPO business and offers it on a stand-alone basis as well as a part of multi-process HR outsourcing  
**Web site:** www.companya.com

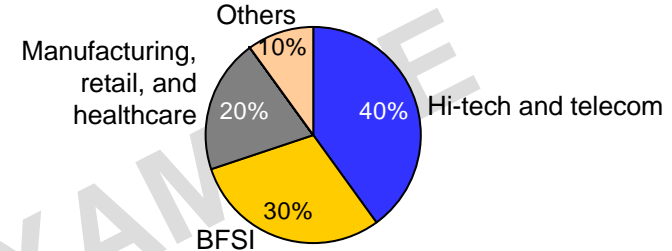
	<b>FY 2007</b>
<b>Revenues</b>	~US\$500 million
<b>Employees</b>	~5,000

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

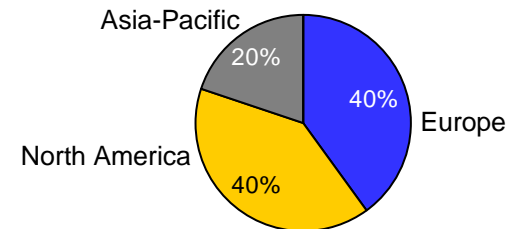
**Learning solution:**  
**Technology platforms supported:** ERP  
**Frequently used delivery modes:** E-learning, classroom training, blended learning, and materials (includes print and CD ROM)

- Recent developments/announcements:**
- Jul 2008: Named one of the top 20 companies in the training outsourcing industry
  - Jun 2008: Company A acquired Company Y in order to expand its learning services outsourcing offering
  - May 2008: Ranked number one outsourcing provider in the 2008 Global Outsourcing 100
  - Mar 2008: Company A got listed on London Stock Exchange

Revenue vertical mix



Revenue geography mix (based on client headquarters)



**Delivery locations:** U.S. – Dallas, Chicago; UK – London; Czech Republic – Prague, Poland – Warsaw; India – Bangalore, Pune, Mumbai; Australia – Sydney

■ Direct offering   
 ■ Partnership   
 ■ No offering

<b>Service capability</b>	Strategy	Curriculum design	Content development	Content management	Content delivery	Registration	Invoicing/Billing	Learning logistics	Vendor mgmt.	LMS	Employee contact center
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Sources: Everest Research Institute (2008); supplier inputs; 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:**

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

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 find out how we can assist you 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



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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](http://www.everestresearchinstitute.com)  
[info@everestresearchinstitute.com](mailto: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**

1<sup>st</sup> Floor, Accurist House  
44 Baker Street  
London, W1U 7AL  
United Kingdom  
+44-870-770-0270

## **Everest Netherlands & Continental Europe**

Atrium Building 3<sup>rd</sup> Floor  
Strawinskylaan 3051  
1007 ZX Amsterdam  
Netherlands  
+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

