

Multi-Country Payroll Outsourcing (MCPO) supplier profile

Company A



EVEREST
RESEARCH INSTITUTE

Company profile: Company A is a provider of business outsourcing solutions. It offers a range of HR information, payroll processing, tax, and benefits administration products and services, including traditional and Web-based outsourcing solutions to global clients

Ownership: Public

HRO/MCPO leadership: James Davis, Chairman & CEO, John Miller, Group Chief Executive – Outsourcing; Susan Black, Global Managing Director – Business Process Outsourcing (BPO) Services

Web site: www.Company A.com

Major publicly announced clients: Leading insurance company, Fortune 500 retailer

Target market segment:

- Employee size – <3K employees segment, 3K-15K employees segment and >15K employees segment
- Geography – North America, South America, EMEA, and Asia Pacific

Technology solution(s) offered (based on handling multi-country gross-to-net calculation):

- ERP-based platform solution
- Integrated hybrid solution
- Aggregated solution

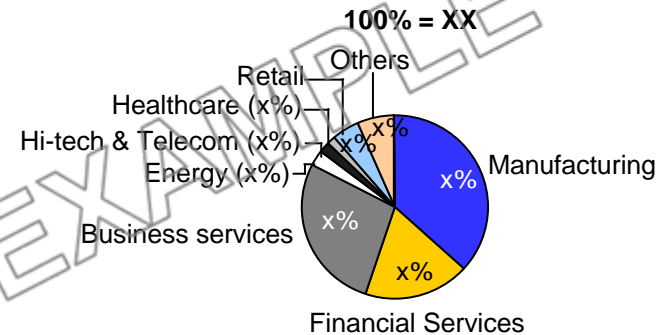
Service suite: Payroll preparation (build to gross), payroll calculation (gross to net), payroll distribution, reconciliation, third-party payments, payroll tax reporting and filing, vendor management, and contact center

Recent announcements/developments:

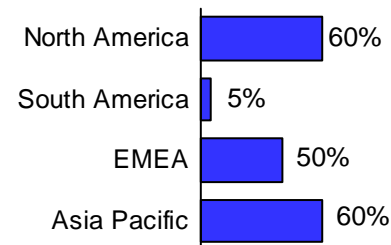
- Jun 2009: Opened a BPO center in APAC region
- April 2009: Acquired Company B, a payroll software company
- Mar 2009: Company A announces that fiscal 2009 revenues are anticipated to grow one percent to two percent

	FY 2008
Overall company revenue (US\$ million)	5,000
Total employees	25,000

MCPO client mix by industry vertical



Frequency of inclusion of geography in MCPO deals



Major publicly announced partnerships:

Payroll service – Not Available

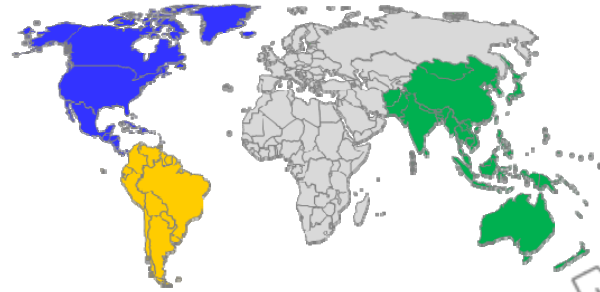
Technology – SAP, Oracle

Key delivery locations: Argentina, Canada, Czech Republic, France, Poland, India, United Kingdom, and USA

Sources: Everest Research Institute (2009)

Multi-Country Payroll Outsourcing (MCPO) supplier profile

Company A's country coverage



Company A's country coverage on its own

North America

- Canada
- United States of America

South America

- Argentina
- Brazil

EMEA

- Austria
- France
- Ireland
- Italy
- Netherlands
- Switzerland
- United Kingdom

Asia Pacific

- Australia
- China
- India

Company A's country coverage through its partner(s)

North America

- N.A.

South America

- N.A.

EMEA

- Austria
- Bahrain
- Belgium
- Czech Republic
- Denmark
- Finland
- Germany

EMEA (continued...)

- Qatar
- Slovakia
- South Africa
- Sweden
- Turkey
- Ukraine
- United Arab Emirates

Asia Pacific

- Hong Kong
- Malaysia
- New Zealand
- Philippines
- Singapore
- Taiwan
- Thailand