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Sample Supplier Profile: Order-to-Cash (O2C)

2009

Order-to-Cash (O2C) supplier profile

Company A (page 1 of 2)



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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

Headquarters: New York, USA

Web site: www.companya.com

Key leaders:

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

Major O2C clients:

- Global top-10 Insurer
- Leading transport services company
- Global top-5 logistics and courier company
- World's leading online travel company
- USA's leading B2B media solutions company

Overall revenues (2007)	US\$7,050 million
Total employees (2007)	65,000
FAO employees	7,400
O2C employees	2,100

Major investments in O2C space:

- Build deep domain capability in mature verticals (financial services, manufacturing), and invest in incubating new verticals
- Has a dedicated training academy, which educates employees on delivering courses such as Accounts Payable, Accounts Receivable, General Ledger, etc.
- Integrate technology and processing capability and develop new proprietary work solutions

O2C delivery locations:

- Pune (India)
- Delhi (India)
- Chennai (India)
- Prague (Czech Republic)
- Monterrey (Mexico)

Sources: Everest Research Institute (2008); supplier inputs; public disclosures. (Last update: January 2008)

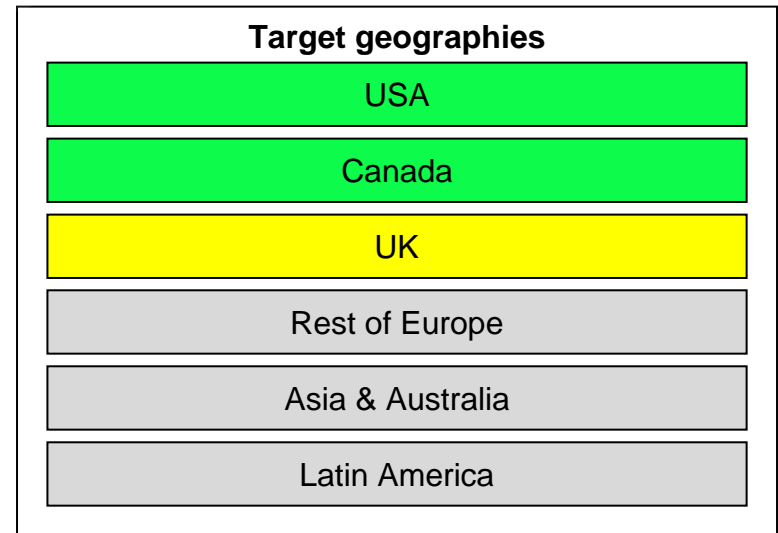
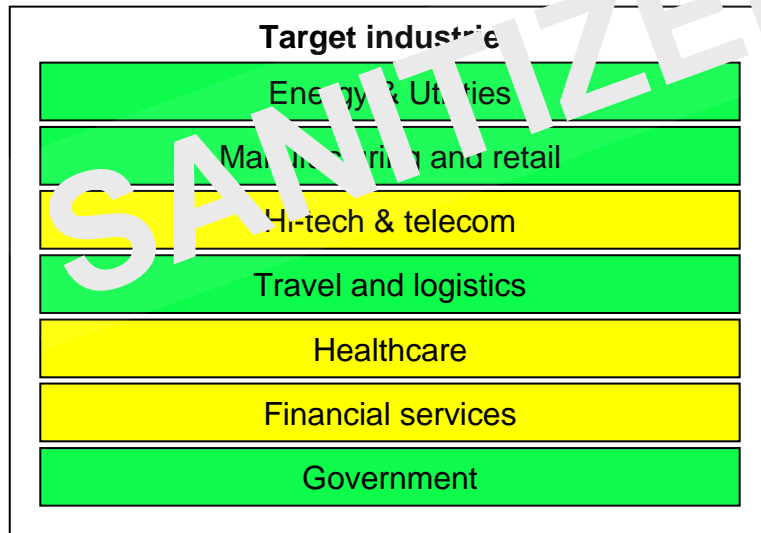
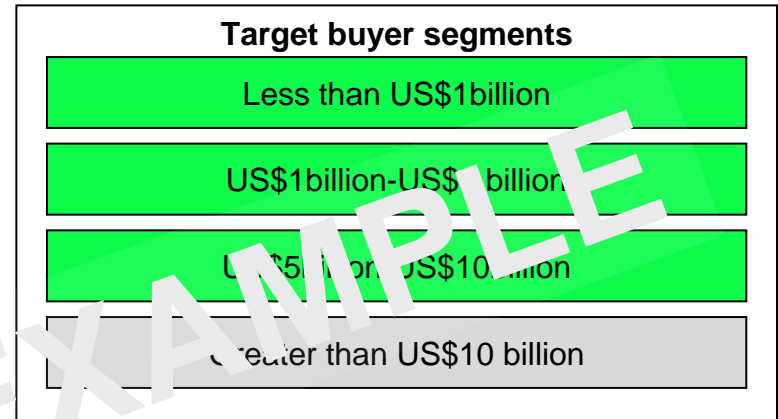
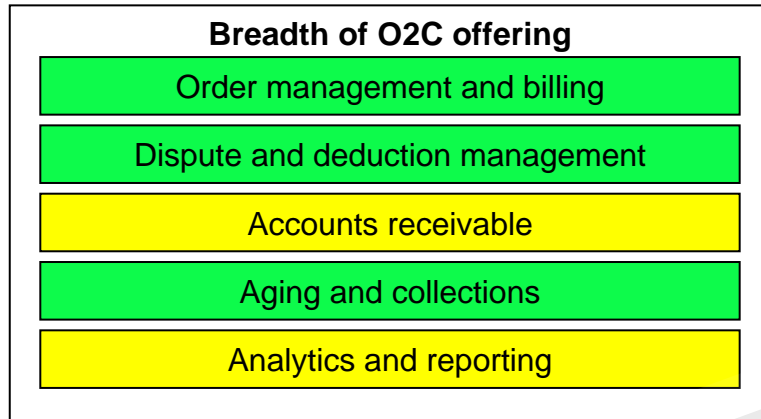
Order-to-Cash (O2C) supplier profile

Company A (page 2 of 2)



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Established offering Nascent/emerging offering Not a focus area



Sources: Everest Research Institute (2008); supplier inputs; public disclosures. (Last update: January 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:

- 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:
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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.

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