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## Sample Supplier Profile: Procure-to-Pay (P2P)

2009

# Procure-to-Pay (P2P) 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)

<b>Overall revenues (2007)</b>	US\$7,050 million
<b>Total employees (2007)</b>	65,000
<b>FAO employees</b>	7,400
<b>P2P employees</b>	1,900

**Major investments in P2P space:**

- 2006: Acquired the BPO assets of Company X to expand its capabilities in mid-market BPO. The acquired entity has been integrated into Company A's other procurement business
- 2006: Acquired Company B and Company C – two companies specializing in profit recovery and analytics services

**Major P2P clients:**

- Forbes 2000 financial services company
- Leading global retailer
- Major energy & utilities company
- Leading financial services firm
- Major telecommunications company
- Large logistics and courier company
- Global real estate firm

**O2C delivery locations:**

- Delhi (India)
- Pune (India)
- Bangalore (India)
- Chennai (India)
- Cebu (Philippines)
- Dalian (China)
- Chengdu (China)
- Budapest (Hungary)
- Caborca (Mexico)

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

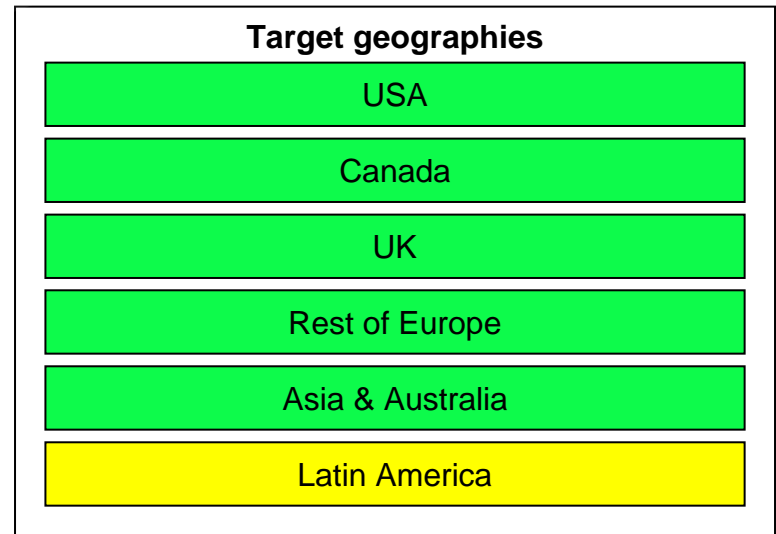
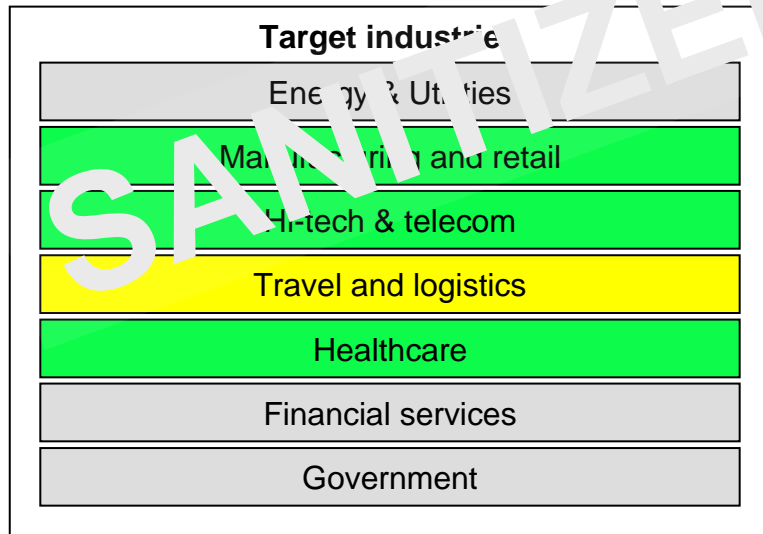
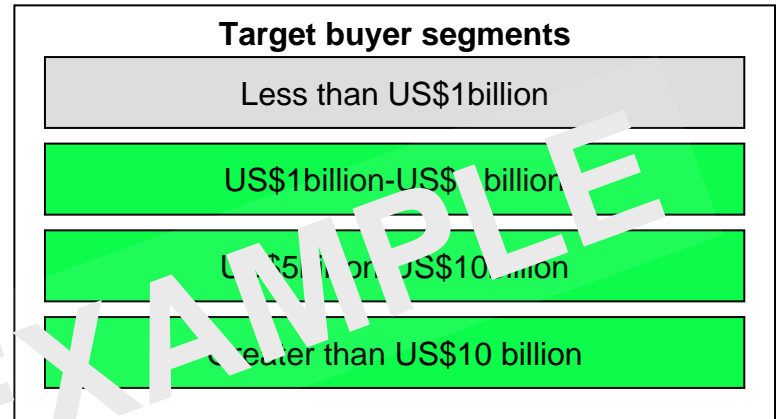
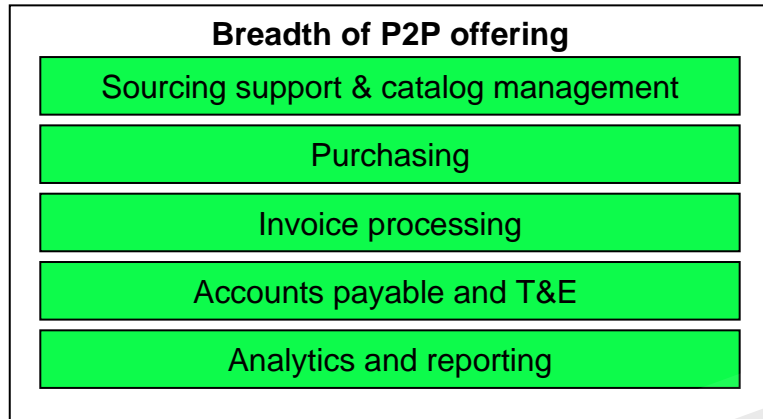
# Procure-to-Pay (P2P) supplier profile

## 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:**  
Email: [info@everestresearchinstitute.com](mailto:info@everestresearchinstitute.com)  
Phone: +1-214-451-3110  
Web site: [www.everestresearchinstitute.com](http://www.everestresearchinstitute.com)

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## **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

