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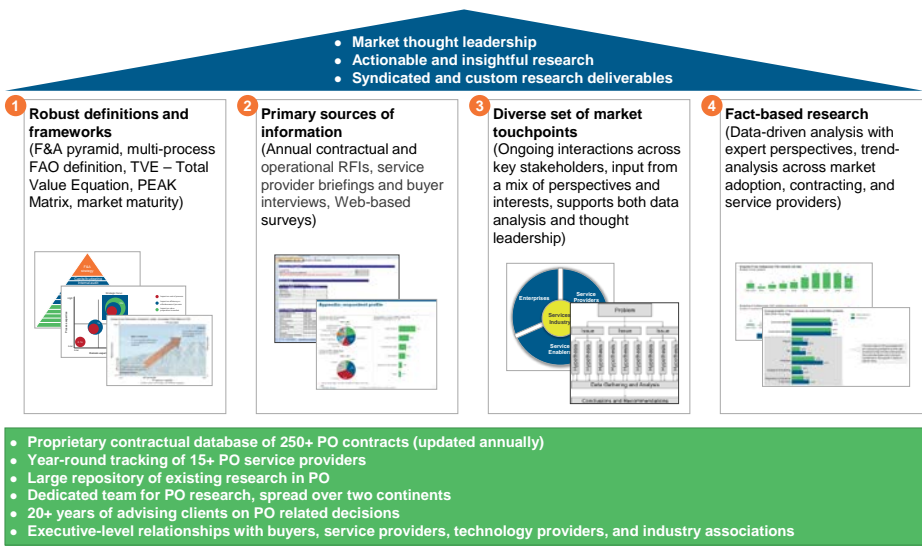
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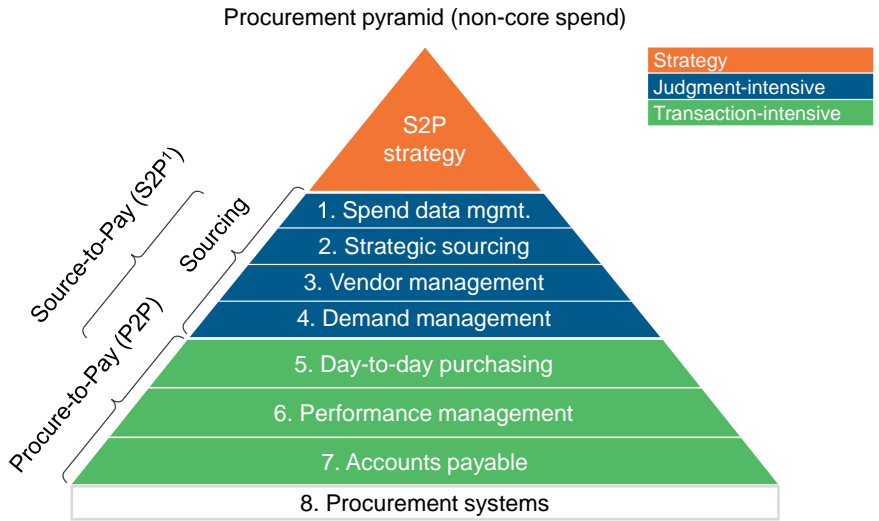
### Overview

Everest Group provides actionable insight and visionary research to buyers and service providers of Procurement Outsourcing (PO). Our research methodology is based on four pillars of strength to produce actionable and insightful research for the industry. The resulting viewpoint offers our clients a research and market intelligence experience that addresses both tactical and strategic PO issues. Key PO service offerings include syndicated and custom research products.



### Scope of Research

Everest Group uses its PO framework to create a clear and consistent dialogue about how companies tend to outsource procurement and their evolving requirements. Our analyses include comprehensive coverage of 250+ multi-process PO contracts involving outsourcing of three or more procurement activities, have an Annual Contract Value of at least US\$1 million, and have a minimum contract term of 3 years. The above definition typically includes contracts with a managed spend of US\$ 50 million or greater.



### Unique Aspects of Everest Group

- Proprietary data collection methodologies support a fact-based viewpoint of PO market developments
- Most detailed and complete PO deal database with all multi-process PO deals signed as of 2011
- Document formats designed to maximize reader usability of study findings
- Access to third party advisory insight on the “pulse” of the market

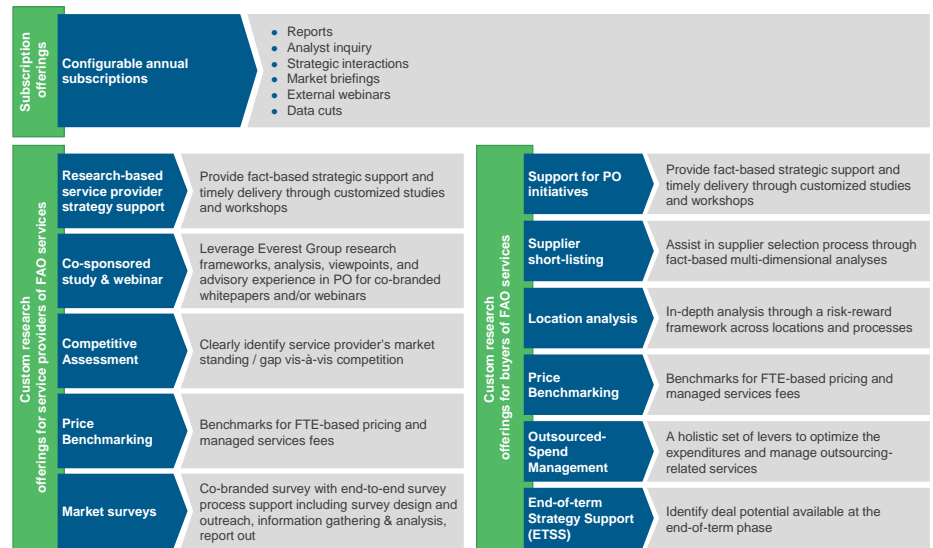
### Service Providers Covered

- 4C Associates
- Accenture
- buyingTeam
- Capgemini
- Corbus
- DSSI
- Genpact
- Global eProcure
- HCL
- HCMWorks
- HP
- IBM
- ICG Commerce
- Infosys BPO
- TCS
- Wipro
- Xerox
- Xchanging

We continuously monitor the market and update the above list to include service providers such as Bristlecone, Hubwoo, NewlineNoosh, Provade, SureStock, and Transprocure

### Everest Group PO research offerings

Everest Group offers a range of products and services geared to the needs of various stakeholders in the PO market including buyers, service providers, technology providers and investors. Services and products offered include:



### Our Research

Everest Group focuses on providing a comprehensive view into the emerging trends of the PO market. Examples of topics that we have researched include:

- Succeed with Maintenance, Repair and Overhaul Outsourcing (MRO), Jan 2012
- Optimizing Indirect Spending, Sep 2011
- PO service provider profile compendium, July 2011
- PO service provider landscape –It’s Getting Crowded, June 2011
- India-to-India (I2I) General & Administrative Outsourcing (GAO) Market: A Phenomenon in the Making, May 2011
- PO annual report 2011 – “Best Year Ever for PO”, April 2011
- The Future State of the Indirect Procurement Function, March 2011
- Technology Add-ons and Platform-based solutions in Procurement Outsourcing, February 2011
- Value Creation through PO - Perspectives of Mature Buyers, October 2010
- PO Service Provider Landscape - Evolving From Segment Focus to End-to-End Capabilities, June 2010
- Get More From Your Non-Core Spend – Realizing Value from Procurement Outsourcing, June 2010

Our research agenda evolves with the dynamic PO marketplace to provide the most relevant and insightful research to our customers. Planned research includes topics such as:

- Gain sharing in PO - does it really work?, March 2012
- Making the Right Choice – How to Evaluate BPaaS Solutions?, March, 2012
- PO Annual Report 2012, March, 2012
- PO Service Provider Landscape 2012, April 2012
- PO Service Provider Profile Compendium 2012, May 2012
- From strategic sourcing to contracting - Source-to-contract (S2C) a high value driver in PO, June, 2012