

Case study: Potential target identification for a leading RPO supplier to assist geographic expansion



Situation

- To accelerate growth, a leading recruitment process outsourcing (RPO) supplier was looking to expand across India, China, S.E. Asia, and North America through a combination of acquisition/partnership options
- The scope included both regional/local RPO suppliers as well as broad-based HRO suppliers as well as
- It also required to identify potential corporate “carve-out” option of the recruitment function in the identified geographies

Services provided

- For each growth option, Everest identified and prioritized segments of interest
- Everest scanned the various markets to create a long list of 150+ RPO suppliers, 18 broad-based HRO suppliers, and 500+ companies for “carve-out” option
- Along with the client, Everest established evaluation criteria for each growth option to enable down selection

Results

- Based on a combination of fact-based screening and judgment-based assessment criteria Everest identified two global HRO partners, three regional RPO partners in each region, and four corporate “carve-out” options in each region
- Based on the findings, the supplier has already announced partnership with one of the recommended suppliers