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Procurement Outsourcing (PO) Supplier profile: July 2010

Sample Supplier Profile

PO service suite and scale of operations



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Key PO leaders

- XXX
- XXX

PO service suite

- XXX
- XXX

Category expertise

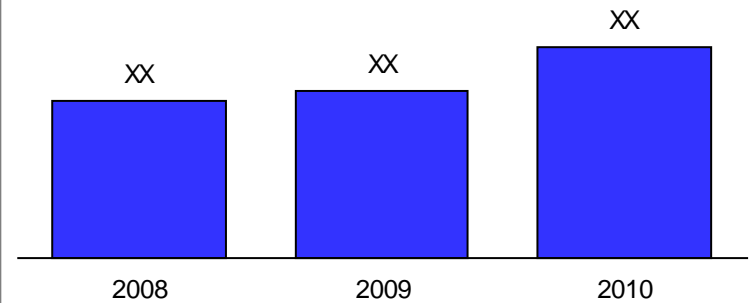
XXX

Spend managed for external clients

US\$XX billion spend under contract

Scale of operations

Number of PO FTEs over time



More than XX PO specialists globally

Key procurement-related developments

- November 2009: XX
- April 2009: XX
- January 2009: XX
- December 2008: XX

Source: Everest Research Institute (2010)

PO client portfolio



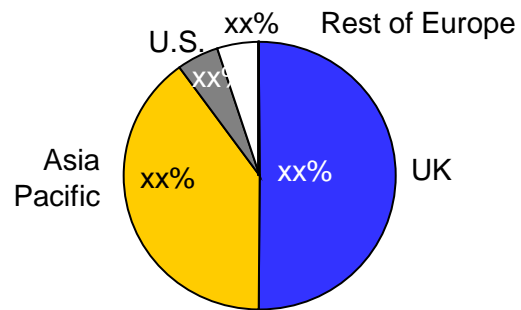
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Major PO clients

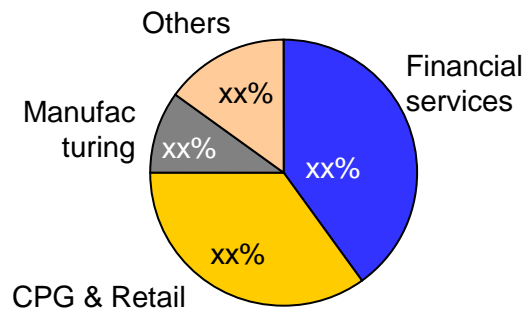
Recent publicly announced PO engagements

Q1 2010	Client logo	x-year contract with XYZ

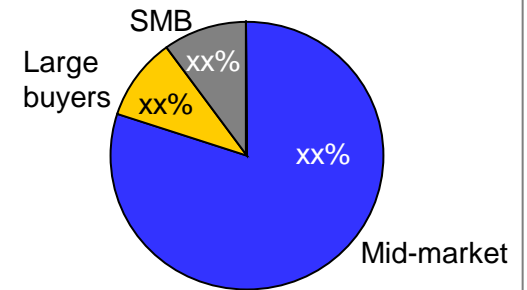
PO revenue geography mix (2009)



PO revenue industry mix (2009)



PO revenue buyer size mix (2009)



Note: Based on contractual and operational information as of Nov 2009
Source: Everest Research Institute (2010)

PO delivery locations



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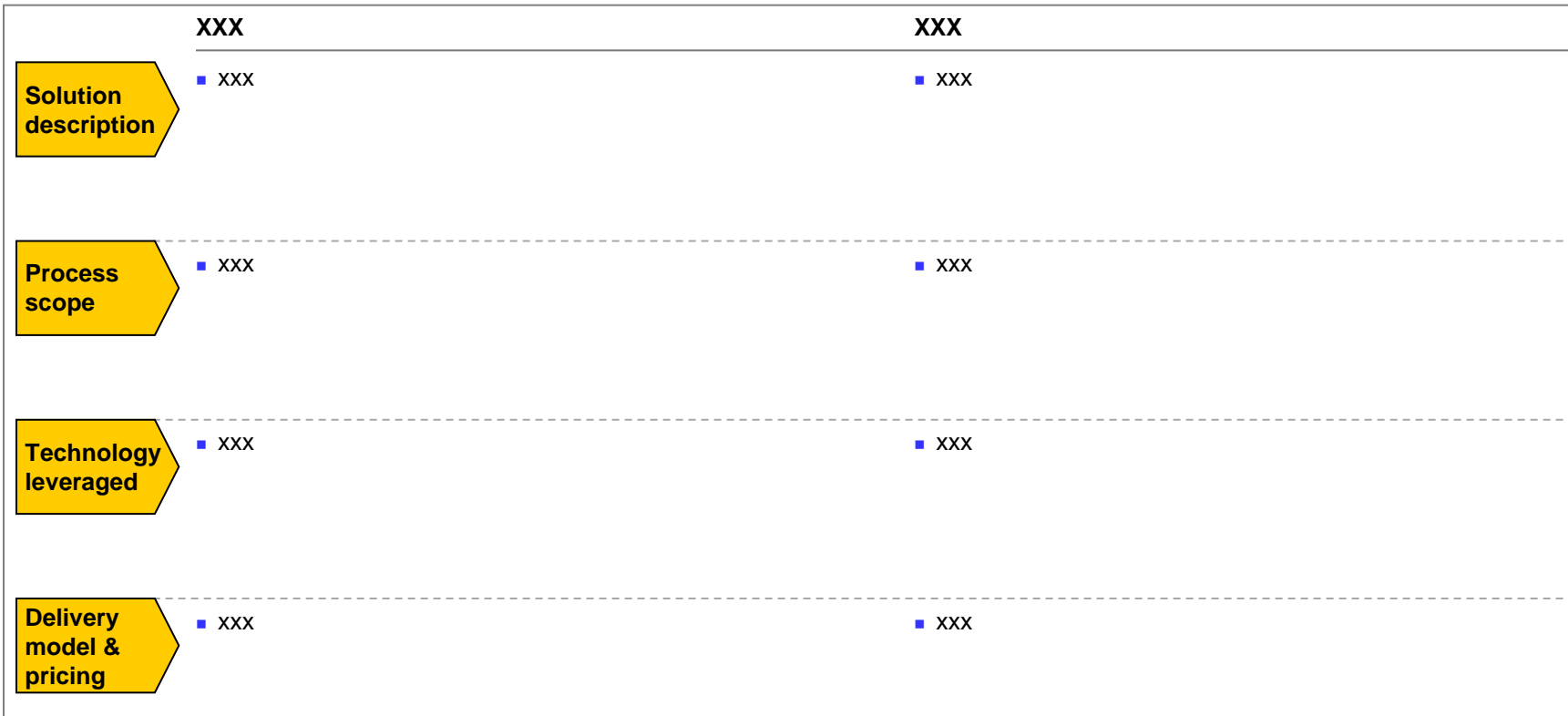
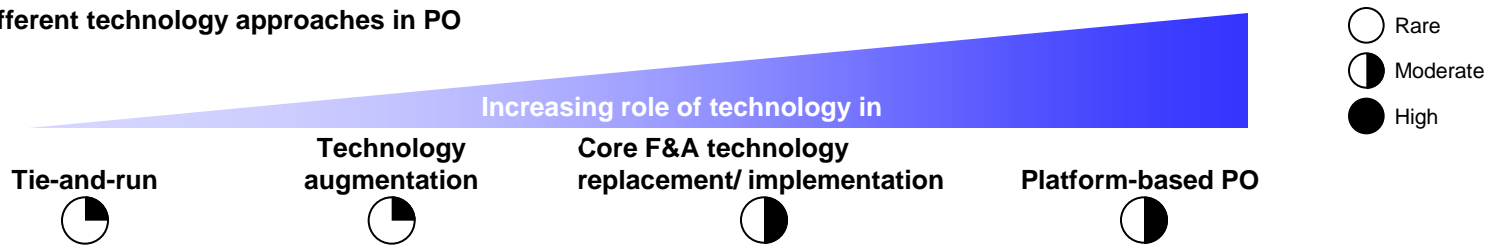
Source: Everest Research Institute (2010)

PO technology solutions



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Prevalence of different technology approaches in PO



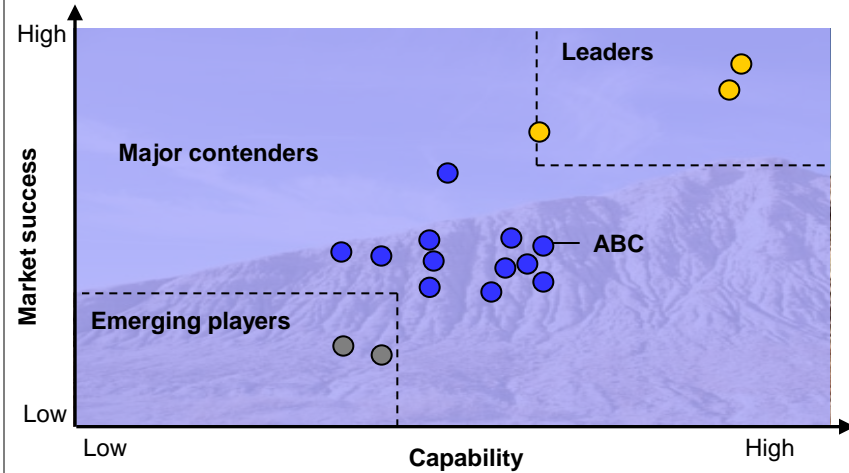
Source: Everest Research Institute (2010)

Everest assessment



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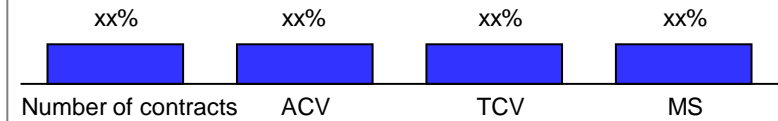
ABC is a major contender on the 2009 Everest PEAK Matrix for PO



Market success assessment

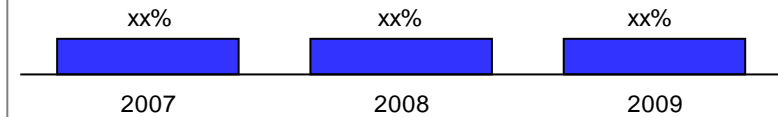
Global multi-process PO market share¹

Percentage



Global multi-process PO market share over time¹

Percentage share by ACV



Market share in key buyer segments¹

Percentage share by ACV

By signing region	By industry	By client size
xx% in U.S.	xx% in Financial services	xx% in enterprise
xx% in UK	xx% in Manufacturing	xx% in large org.
xx% in RoE	xx% in CPG & retail	xx% in mid-market
xx% in Asia Pacific	xx% in Hi-tech & telecom	xx% in SMB

Overall remarks:

- Xxxx
- Xxxx
- Xxxx
- xxxx

Delivery capability assessment¹

● High ● Medium-high ● Medium

Assessment dimension	Rating	Remarks
Scale	●	xxx
Scope	●	xxx
Technology capability	●	xxx
Delivery footprint	●	xxx

¹ Based on contractual and operational information as of Nov 2009
Source: Everest Research Institute (2010)

Appendix: PO research – sources of information



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1

- Proprietary Everest database of **150+ multi-process PO contracts** (updated annually)
- The database tracks the following elements of each multi-process PO contract:
 - Buyer details including industry, size, and signing region
 - Contract details including TCV, ACV, term, start date, managed spend, and pricing structure
 - Scope including coverage of buyer geography, process, and category coverage
 - Technology including core procurement technology, supplier-provided tools (if any), ownership, and maintenance
 - Global sourcing including delivery locations and level of offshoring

2

- Proprietary Everest database of **operational capability of 15+ PO suppliers** (updated annually)
- The database tracks the following capability elements for each supplier:
 - Key leaders
 - Major PO clients and recent wins
 - Overall revenues, total, and PO employees
 - Recent PO-related developments
 - PO revenue split by geography, industry, and client size
 - PO delivery locations
 - PO service suite
 - Quality certifications and credit rating
 - Procurement-related technology capability

Suppliers covered in the analysis



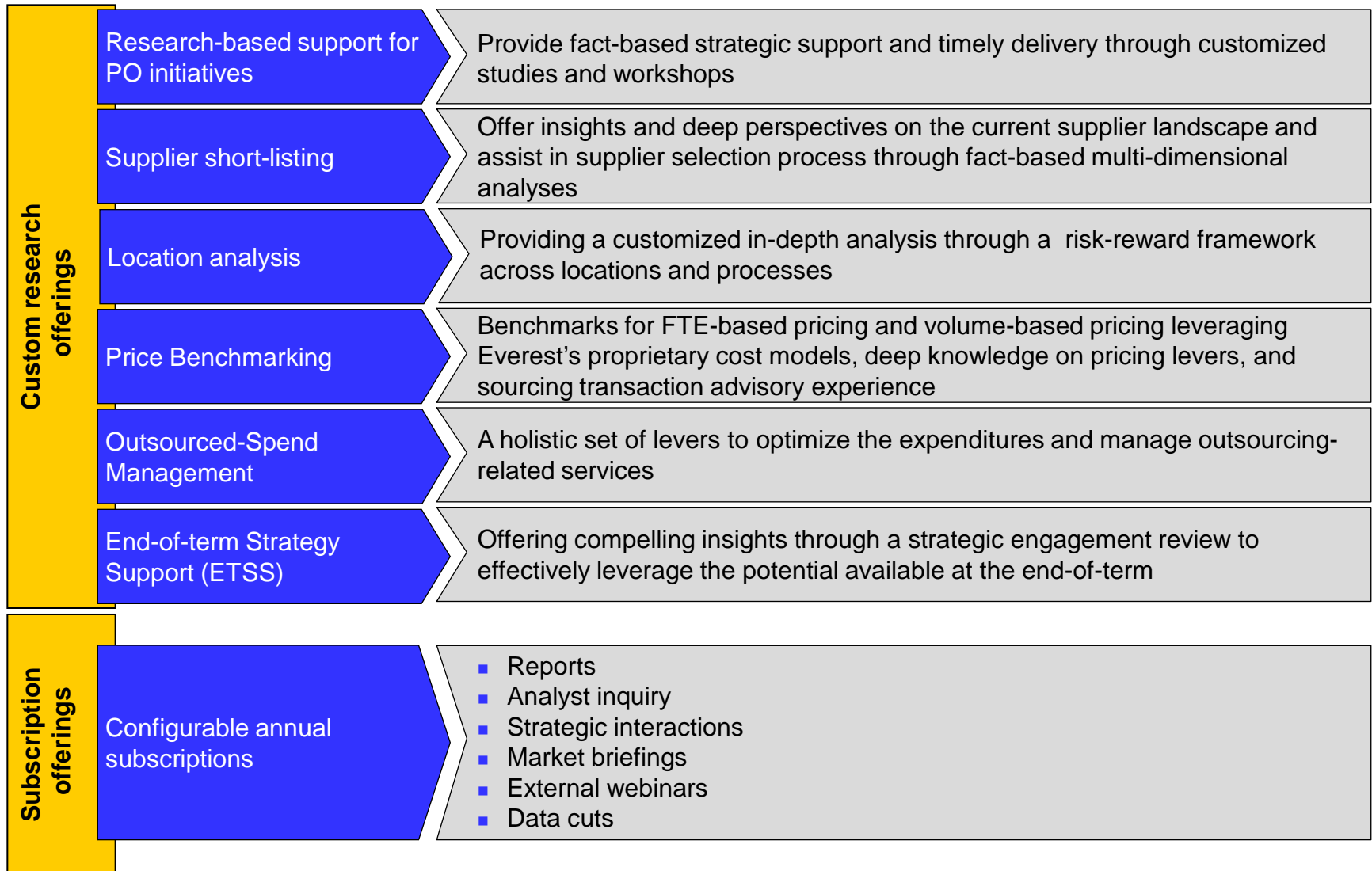
Note: We continuously monitor the market and update the above list to include suppliers such as Ariba, hubwoo, NewlineNoosh, Provade, Spinnaker, SureStock, and Transprocure

Confidentiality: Everest Research Institute takes its confidentiality pledge very seriously. Any contract-specific information collected is only presented back to the industry in an aggregated fashion

Appendix: PO research offering



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Appendix: Additional PO research recommendations



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The following documents are recommended for additional insight on the topic covered in this Research Report. The recommended documents either provide additional details on the topic or complementary content which may be of interest

1. **PO Annual Report – PO in 2010: The Year of Prudent Growth** (ERI-2010-1-R-0401); 2010. In this research report, we analyze the global multi process PO market in 2009. We focus on the PO market size, buyer adoption trends, PO value proposition, contract characteristics and supplier evaluation and relative position on the Everest PEAK matrix. This report also indentifies the "2009 PO Market Star Performers" based on performance and capability building in 2009
2. **PO Supplier Landscape – Evolving from segment focus to end-to-end capabilities** (ERI-2010-1-R-0415); 2010. In this study, we analyze the global multi-process PO supplier landscape in 2009. We focus on types of PO suppliers and characteristics of different supplier segments, supplier evaluation and relative position on the Everest PEAK matrix, changes to global supplier landscape in 2009, and key areas of investments by suppliers
3. **Pricing Structures in PO – Ensuring "Win-Win" Solutions** (ERI-2009-1-R-0371); 2009. This research focuses on PO pricing structures prevalent today, market trends in adopting different pricing structures, factors affecting contract pricing and best practices for buyers and suppliers
4. **PO Technology Models: Creating Solutions That Deliver Value** (ERI-2009-1-R-0305); 2009. Investigates the role of procurement technology in PO and analyze the current technology landscape in the PO market
5. **Outsourcing the Procure-to-Pay (P2P) Process** (ERI-2008-1-R-0224); 2008. This report examines the expanding market opportunity around the outsourcing of Procure-to-Pay (P2P) processes. It focuses on identifying the emerging value proposition of an end-to-end approach in addressing converging buyer requirements between the F&A and procurement processes. Based on extensive primary research, including a buyer survey and in-depth supplier interviews, the study explores perspectives on adoption trends, solution components, supplier capabilities, and the supplier landscape of the present market

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