ADP RPO

Next Generation Recruitment Process Outsourcing

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Next Generation Recruitment Process Outsourcing vendor assessment for ADP RPO is a comprehensive assessment of ADP RPO's recruitment process outsourcing (RPO) offering and capabilities, designed for:

- Sourcing managers investigating sourcing developments within RPO

- HR decision makers exploring the benefits and inhibitors of RPO as evidenced from the clients and vendor capability

- Vendor marketing, sales and business managers developing strategies to identify developments and target opportunities within managed service programs

- Financial analysts and investors specializing in, or covering the HR outsourcing industry and suppliers.

Key Findings & Highlights

ADP RPO sits within talent management services, which forms part of ADP's Employer Services segment. Established RPOs include pharmaceuticals/life sciences, banking, manufacturing, automotive and retail. ADP RPO mainly offers end to end (enterprise) RPO services.

NelsonHall estimates that ADP RPO's 2016 RPO standalone revenues were $205.0m and its 2017 RPO revenues were $215.3m.

ADP RPO will focus on offering a mix of RPO programs for organizations of all sizes; developing expertise in strategic consultation (specialist centralized teams) in the areas of social talent recruiting; continuing to develop the skills/expertise of its ADP RPO employees; using more robotic process automation (RPA) in service delivery; enhancing its analytics capabilities; and better integrating its HCM suite of technologies (particularly ADP Recruiting Management) with ADP DataCloud.

Scope of the Report

The report provides a comprehensive and objective analysis of ADP RPO's recruitment process outsourcing offering, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphasis, and new developments in both its service and technology

- Analysis of the company's strengths, challenges, and outlook

- Revenue

- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts

- Analysis of the company's key offerings (service model and service components)

- Analysis of the company's delivery capability (including the location, size and scale of delivery operations; and delivery via technology).

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