



Alexander Mann Solutions

Next Generation Recruitment Process Outsourcing

Vendor Assessment
Report Abstract

January 2018

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21 pages

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Who Is This Vendor Assessment For?

NelsonHall's Next Generation Recruitment Process Outsourcing vendor assessment for Alexander Mann Solutions (AMS) is a comprehensive assessment of AMS' 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

Alexander Mann Solutions (AMS) was founded in 1996. AMS focuses on two key areas of outsourcing (RPO and MSP) and consulting.

AMS serves ~89 RPO clients which have full end to end RPO contracts. Established RPOs include banking/retail banking, capital markets and insurance, engineering/manufacturing, and professional services. AMS offers end to end (enterprise) RPO, hybrid RPO, total talent (RPO/MSP) models, and occasionally project RPO.

AMS' net fees in 2016 were \$231.0m. Its RPO revenues in 2016 were 154.5m and NelsonHall estimates its 2017 RPO revenues at \$176.4m.

AMS is focusing on total talent solutions; promoting its build, operate and handover model; as well as offering traditional RPO models. It will continue to evolve its outsourcing and consulting services, and recruit more experts for its consultancy specialisms; it will launch a business unit dedicated to the government sector; and research/invest in third-party tools/technologies, focusing on latest platforms, AI, NLP, assessment, etc.



Scope of the Report

The report provides a comprehensive and objective analysis of AMS' 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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Report Length

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