



Global Employer of Record Services

# Acumen International

## Report Abstract

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Jeanine Crane-Thompson  
Principal Research Analyst  
NelsonHall

3-pages

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## Who Is This Vendor Assessment For?

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NelsonHall's Global Employer of Record Services profile on Acumen International is a comprehensive assessment of Acumen International's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of employer of record services and identifying vendor suitability for RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the employer of record sector.

## Key Findings & Highlights

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This NelsonHall vendor assessment analyzes Acumen International's offerings and capabilities as a provider of global employer of record services.

Headquartered in London, U.K., Acumen International is a global employer of record (EOR) and professional employer organization (PEO) service, provider. The firm was formed in 2001 by current CEO Nick Ganzha as a local staffing and recruiting agency. In 2011, Acumen International entered the global employer of record services market to support mid-sized and enterprise companies with compliant international expansion services.

Since 2019, Acumen International has experienced a ~43% increase in active workers. This growth was driven by clients within the technology, energy, and manufacturing sectors, as well as international employers' needing, to rapidly establish compliant in-country EOR services to secure required talent in challenging locations or fill roles triggered by the global pandemic. Today, Acumen International offers its global employer of record services in ~190 countries.

Acumen International maintained EOR/PEO, payroll, and EMEA support operations in its shared service center in Kyiv, Ukraine. Due to the Russian war that started in Ukraine in February 2022, Acumen International has relocated its Ukrainian team to locations in both Ukraine and Europe, including Cyprus, Spain, and the UK. The company has ceased operations and terminated all projects in Russia and Belarus. In March 2022, the organization expanded its support of Ukrainian and international companies in retaining talent, with relocation and compliant PEO services, and continuing their everyday operations.

## Scope of the Report

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The report provides a comprehensive and objective analysis of Acumen International’s global employer of record service offerings and capabilities, and market and financial strengths, including:

- Identification of the company’s strategy, emphasis, and new developments
- Analysis of the company’s strengths, weaknesses, and outlook
- Revenue estimates
- 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 offerings and key service components
- Analysis of the company’s delivery organization, including delivery locations.

## Global Employer of Record Services Vendor Assessments are also available for:

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Atlas, formerly Elements Global Services

CXC Global

Globalization Partners

Mauve Group

Mercans

Neeiamo

Omnipresent

Papaya Global

Remote

Safeguard Global

Velocity Global

## About The Author

Jeanine is a Principal Research Analyst at NelsonHall and a member of the HR Technology & Services practice. She has global responsibility for crucial HR areas, including employer of record (EOR) and learning platforms.

Jeanine is a highly experienced HR practitioner with 28 years of experience in HR across industry sectors, including aerospace, automotive, energy, government, pharmaceuticals, telecommunications, learning, and business consultancy.

Jeanine has significant experience leading and managing business transformation/integration, competitive and industry benchmarking, HR and learning technology, strategic change leadership, managed service provider engagements, organizational and process redesign, and M&A initiatives.

Jeanine can be contacted at:

- Email: [jeanine.cranethompson@nelson-hall.com](mailto:jeanine.cranethompson@nelson-hall.com)
- Twitter: @JeanineCT\_NH



## About NelsonHall

NelsonHall is the leading global analyst firm dedicated to helping organizations understand the 'art of the possible' in digital operations transformation. With analysts in the U.S., U.K., and Continental Europe, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. And for vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall's research is based on rigorous, primary research, and is widely respected for the quality, depth and insight of its analysis.

We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at [guy.saunders@nelson-hall.com](mailto:guy.saunders@nelson-hall.com).

### Boston

Riverside Center, 275 Grove Street, Suite 2-400, Newton Massachusetts 02466  
Phone: +1 857 207 3887

### London

Unit 6, Millars Brook, Molly Millars Lane, Wokingham, RG41 2AD  
Phone: + 44(0) 203 514 7522

### Paris

4 place Louis Armand, Tour de l'Horloge, 75012 Paris  
Phone: + 33 1 86266 766

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