



# Vendor Profile

RPO & Total Talent

## Avencia

### Report Abstract

December 2021

By Nikki Edwards

Principal Research Analyst

NelsonHall

16-pages

### Contents of Full Report

1. Background
2. Revenue Summary
3. Key Offerings
4. Delivery Capability and Partnerships
5. Target Markets
6. Strategy
7. Strengths & Challenges
  - 7.1. Strengths
  - 7.2. Challenges
8. Outlook

## Who is This Vendor Assessment For?

---

NelsonHall's RPO & Total Talent profile on Avencia is a comprehensive assessment of Avencia's offerings and capabilities, designed for:

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

## Key Findings & Highlights

---

This NelsonHall vendor assessment analyzes Avencia's offerings and capabilities in RPO & Total Talent.

Avencia Consulting Services Limited (Avencia) was established in 2017 (and launched in 2018) to offer outsourced talent acquisition solutions and consulting services predominantly to the insurance industry sector. It works with SMB clients in Insurance, Financial Services, Fintech, and InsurTech, looking to outsource recruitment for the first time.

Avencia offers a good range of flexible RPO and contingent worker programs and provides various talent consulting services that complement the RPO solutions. Avencia does not build proprietary technology but partners with third-party technology providers to offer value-adding talent technology. It focuses on the U.K., European, and U.S. markets.

## Scope of the Report

---

The report provides a comprehensive and objective analysis of Avencia's RPO & Total Talent 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 service delivery organization (including delivery locations).

## **RPO & Total Talent Vendor Assessments also Available for:**

---

ADP

AMS

Cielo

endevis

Engage2Excel

Hudson RPO

IBM TAO

Lorien

NXTThing RPO

Page Outsourcing

PeopleScout

Pontoon Solutions

Randstad Sourceright

Resource Solutions

RPOne (Morson Group)

Sanderson Plc

Taggd

Talent Solutions RPO (ManpowerGroup)

WilsonHCG.

## About The Author

Nikki is a Principal Research Analyst at NelsonHall, with shared responsibility for HRO research globally. Nikki is responsible for HRO research in the areas of Recruitment Process Outsourcing (RPO), Managed Service Program (MSP)/Contingent Workforce Services (CWS), and Learning.

Nikki has a wealth of operational experience across the entire HR function, including talent acquisition, talent development, employee engagement, employee relations, compensation, benefits, payroll, employment law, and HR systems. She also has significant experience in leading and managing business transformation/integration and cultural change projects, including outsourcing key business functions, accelerated growth via TUPE transfers, organization and process redesign, and M&A initiatives (including due diligence, rebranding, cultural realignment, and compensation and benefits changes).



Nikki can be contacted at:

- Email: [nikki.edwards@nelson-hall.com](mailto:nikki.edwards@nelson-hall.com)
- Twitter: @NikkiE\_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

Copyright © 2021 by NelsonHall. All rights reserved. No part of the publication may be reproduced or distributed in any form, or by any means, or stored in a database or retrieval system, without the prior written permission of the publisher. The information provided in this report shall be used only by the employees of and within the current corporate structure of NelsonHall's clients, and will not be disclosed to any other organization or person including parent, subsidiary, or affiliated organization without prior written consent of NelsonHall. NelsonHall exercises its best efforts in preparation of the information provided in this report and believes the information contained herein to be accurate. However, NelsonHall shall have no liability for any loss or expense that may result from incompleteness or inaccuracy of the information provided.