

## Procurement Transformation 2023

# Efficio

### Report Abstract

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9 pages

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## Who is This Vendor Assessment For?

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NelsonHall's procurement transformation profile on Efficio is a comprehensive assessment of Efficio's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of procurement transformation services and identifying vendor suitability for procurement services RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the F&A and Supply Chain services sector.

## Key Findings & Highlights

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Efficio Ltd. is a U.K.-based procurement and supply chain services company, established in 2000 with offices globally. Efficio:

- Affirms to deliver up to 10x ROI
- Has ~650 employees engaged in procurement and supply chain-related activity with a focus on sourcing, supplier, and contract management
- Has a proprietary technology platform, eFlow, which combines source-to-contract functionality with a knowledge and insights platform
- Has subject matter experts to deliver improvements to the client's procurement function
- Does not offer standalone P2P services but bundles them in combination with sourcing services.

NelsonHall estimates that Efficio generated overall revenues of ~\$80m from procurement and supply chain consulting services in 2022. Efficio claims continued growth across all geographies in which it operates.

It has ~650 employees across 11 global offices. NelsonHall estimates that around 600 FTEs are procurement and supply chain consultants. The rest of the employees hold administrative and managerial roles. Approximately 150-200 employees are analysts supporting more experienced consultants. Efficio has a digital team supporting the eFlow platform and a knowledge management team supporting consultants with training and category insights.

Efficio is looking to expand its operations outside the U.K. The company opened a new office in December 2022 in Lisbon, Portugal. This expansion is a part of Efficio's strategy to grow its presence in Europe to support clients across geographies.

## Scope of the Report

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The report provides a comprehensive and objective analysis of Efficio’s procurement 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 the location of delivery centers.

## Procurement Transformation Vendor Assessments also Available for:

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Capgemini

Infosys

Genpact

Tech Mahindra

TCS

WNS Denali

GEP

Dragon Sourcing

Wipro

Conduent

## About The Author

Vaibhav is a Principal Analyst with responsibility for NelsonHall's F&A & Supply Chain Transformation research program.

Vaibhav assists both buy-side and vendor organizations in assessing opportunities and supplier capability and advising on operational transformation in the F&A and supply chain management domains.

Prior to joining NelsonHall, Vaibhav worked for over 13 years in various consulting/BPS industry roles, assisting clients with their sourcing and procurement transformation. Vaibhav has worked with Genpact, Accenture, and GEP, assisting Fortune 100 clients with sourcing, spend analytics, and procurement transformation assignments. He also worked with Novartis Healthcare in an internal consulting role supporting indirect procurement.



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## 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)

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