



# HCMWorks

Next Generation MSP

Vendor Assessment  
Report Abstract

January 2019

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15 pages

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## Who Is This Vendor Assessment For?

NelsonHall's Next Generation managed service program (MSP) vendor assessment for HCMWorks is a comprehensive assessment of HCMWorks' MSP offering and capabilities, designed for:

- Sourcing managers investigating sourcing developments within MSP
- HR decision makers exploring the benefits and inhibitors of MSP as evidenced by the clients and vendor capability
- Vendor marketing, sales and business managers developing strategies to identify developments and target opportunities within MSPs
- Financial analysts and investors specializing in or covering the HR outsourcing industry and suppliers.

## Key Findings & Highlights

HCMWorks, a contingent workforce management company, was founded in 2005 and is headquartered in Ottawa, Canada.

HCMWorks manages 13 MSP clients, with established MSPs in banking, financial services, and telco.

HCMWorks offers MSP, SOW/services procurement, contractor pay solutions, and talent consultancy.

In 2018, HCMWorks' MSP SUM was \$335.0m.

HCMWorks will focus on steady growth in 2019: up to four new client wins, expanding its international footprint, and upselling services. It will also build more relationships with third-party tech/tools providers to leverage new business opportunities.



## Scope of the Report

The report provides a comprehensive and objective analysis of HCMWorks' MSP 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/SUM
- 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).

## Contents

1. Background

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2. Revenue Summary

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3. Key Offerings
  - 3.1 Service Models

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  - 3.2 HCMWorks' Service Offerings

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4. Delivery Capability and Partnerships
  - 4.1 Geographic Footprint

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  - 4.2 Proprietary Technology

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  - 4.3 Technology Partners

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  - 4.4 Analytics and Automation

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5. Target Markets
  - 5.1 HCMWorks' Target Markets

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  - 5.2 Example of Key Clients

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6. Strategy

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7. Strengths & Challenges
  - 7.1 Strengths

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  - 7.2 Challenges

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8. Outlook

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## Report Length

15 pages

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