



# Market Analysis

F&A

## Procurement Transformation

### Report Abstract

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75-pages

### Contents of Full Report

1. Changing Shape of the Procurement Transformation Market
2. Customer Requirements
3. Market Size and Vendor Market Shares
4. Vendor Offerings and Targeting
5. Delivery Capability
6. Vendor Challenges and Success Factors
7. Vendor Capability Summaries
8. Appendix I – Vendors Researched
9. Appendix II – Glossary
10. Appendix III – Vendor Technology and Services Offering Matrix
11. Appendix IV – Vendor Transformation Frameworks and Digital Levers

## Who is This Market Analysis For?

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NelsonHall’s “Procurement Transformation” report is a comprehensive market assessment report designed for:

- Sourcing managers investigating sourcing developments within the procurement services market
- Vendor marketing, sales and business managers developing strategies to target procurement service opportunities
- Financial analysts and investors specializing in the BPO and procurement services sector.

## Key Findings & Highlights

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NelsonHall’s market analysis of the procurement market consists of 75-pages. Procurement Transformation Report focuses on how procurement BPS and consulting vendors are meeting the increasing demand for procurement services.

Some large organizations already have experience of working with leading BPS vendors and consultancies to support their sourcing and procurement activities, often at a tactical level. However, many organizations are now recognizing that they need to introduce some fundamental changes and undertake widespread transformation programs of their procurement activities, programs that might include reimagining and standardizing processes, enhancing user journeys, leveraging predictive analytics, intelligent automation, AI/ML, and other new technologies.

## Scope of the Report

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The report analyzes the worldwide market for procurement services and addresses the following questions:

- What is the market size and projected growth for the global procurement services market by geography?
- What is the profile of activity in the global procurement services market by industry sector?
- What are the top drivers for adoption of procurement services?
- What are the benefits currently achieved by users of procurement services?
- What factors are inhibiting user adoption of procurement services?
- What pricing mechanisms are typically used within procurement services and how is this changing?
- Who are the leading procurement services vendors globally and by geography?
- What combination of services is typically provided within procurement services contracts and what new services are being added?

- What is the current pattern of delivery location used for procurement services and how is this changing?
- What services are delivered from onshore and which from offshore?
- What are the challenges and success factors within procurement services?

## Procurement Vendor Assessments Available for:

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4C Associates

Capgemini

Cognizant

Corbus

Dragon Sourcing

Efficio

Genpact

GEP

Globality

Infosys BPM

Tata Consultancy Services

Tech Mahindra

WNS Denali

## About The Author

Alisa is a market analyst with global responsibility for NelsonHall's Procurement BPS and Healthcare BPS research programs.

Alisa supports buyers and sellers of procurement and healthcare BPS services as they develop and execute their business strategies, operations, and go-to-market approaches.

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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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