



Xerox Procurement Solutions: Procurement BPO

**Vendor Assessment
Report Abstract**

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8 pages





Who Is This Vendor Assessment For?

NelsonHall’s Procurement BPO Services Vendor Assessment for Xerox is a comprehensive assessment of Xerox Procurement Solutions’ offerings and capabilities designed for:

- Buyers of procurement outsourcing services, including sourcing managers monitoring the capabilities of existing vendors 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 support services sector



Key Findings & Highlights

An operation whose capabilities have been built up from its internal sourcing organization, Xerox Procurement Solutions was set up in 2011 by Xerox as a commercial unit offering sourcing and procurement advisory services, in both the direct and indirect procurement domains.

Xerox is looking to

- Capitalize on its own extensive sourcing and procurement capabilities as a global manufacturer and of handling \$10.8bn of direct and indirect spend per annum, including extensive low cost country sourcing (LCCS) and product cost engineering experience
- Develop its back-office BPO capabilities in F&A and procurement to offer clients an integrated service spanning the two towers of F&A and procurement, and within the procurement offering an end-to-end service spanning source-to-pay.

The unit is still in its very early days and activity to date has been project-based: it has yet to secure a first important marquee BPO client.

Contents

1. Background	<hr/>
2. Key Offerings	<hr/>
3. Delivery Capability and Partnerships	<hr/>
4. Target Markets	<hr/>
5. Strategy	<hr/>
6. Strengths and Challenges	<hr/>
7. Outlook	<hr/>

Scope of the Report

The report provides a comprehensive and objective analysis of Xerox's procurement BPO offerings, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphases and new developments
- Analysis of the company's strengths, weaknesses and outlook
- Revenue estimates
- Analysis of the company's 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 locations.

Report Length

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