



# Vendor Profile

Payroll Services

## CloudPay

### Report Abstract

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9 pages

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## Who is This Vendor Assessment For?

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NelsonHall's Payroll Services profile on CloudPay is a comprehensive assessment of its offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of managed payroll services and identifying vendor suitability for security services RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the HR and payroll technology and services sector.

## Key Findings & Highlights

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CloudPay, Inc., headquartered in Andover, England, is a provider of managed global payroll and treasury services across >130 countries through its proprietary cloud platform.

The company was initially formed in 1996 as Patersons Payroll Solutions Limited, a global payroll aggregator. It shifted its focus toward its current unified global payroll model and re-branded to CloudPay in October 2012, aligning its brand with the naming for its multi-country SaaS payroll offering.

Today, CloudPay's stated mission is to make global pay strategic and break boundaries in a traditionally labor intensive industry. The company is focus on providing global payroll and treasury services through its digitally focused, technology-enabled operating model. It offers its payroll services and solutions in support of >130 countries, delivered in 20 languages, and provides treasury payment services in 160 global currencies.

CloudPay's global payroll services produce >1.9m pay-slips and process \$5.8b in gross payments annually. It currently provides its global payroll and treasury services to >1.5k global entities.

Historically, CloudPay targeted its services exclusively to middle and large/enterprise multi-national companies, primarily employers with >500 employees and operating in more than five countries. However, in recent years CloudPay has expanded its targeting to support organizations of all sizes for its global payroll and treasury services. Its current client base largely (>90%) slants toward middle-market firms with >15k employees.

## Scope of the Report

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The report provides a comprehensive and objective analysis of CloudPay’s payroll services offering, 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 locations.

## Payroll Services Vendor Assessments also Available for:

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activpayroll  
ADAM HCM  
ADP  
Alight/NGA HR  
Ascender  
AscentHR  
Ceridian  
CloudPay  
Conduent  
Immedis  
Infosys  
Neeyamo  
OneSource Virtual  
Papaya Global  
PayAsia  
Paychex  
Payzaar  
Ramco  
Safeguard Global  
SD Worx  
TMF Group  
UKG  
Zalaris

## About The Author

Pete is HR Technology & Services Research Director at NelsonHall, with shared responsibility for HR Services research globally with Nikki Edwards and Liz Rennie. Pete covers HR Services research in payroll services, global employer of record services, and HCM technology.

Pete has been part of NelsonHall's HR Services analyst team since 2016, providing comprehensive and insightful coverage of HR services markets in the world. In particular, he is known for his extensive knowledge and coverage of the global payroll outsourcing market. Pete assists both buy-side and vendor organizations in assessing opportunities and supplier capability across HR service lines.

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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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