



Procurement Transformation

Globality

Report Abstract

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Who is This Vendor Assessment For?

NelsonHall’s procurement transformation profile on Globality is a comprehensive assessment of Globality’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

Globality is a Silicon Valley-headquartered sourcing and procurement PaaS company founded in March 2015 by Joel Hyatt and Lior Delgo. As of April 2021, Globality has raised a total of \$310m in funding from 23 investors over five rounds:

- Series D, in January 2019, was for \$110m, raised from the SoftBank Vision Fund
- Series E, closed in January 2021, brought in \$138m, raised from Sienna Capital, a wholly owned subsidiary of Groupe Bruxelles Lambert (GBL), and the SoftBank Vision Fund.

In its first few years, Globality's main focus was training AI models for procurement of an extensive range of services categories. Globality's sourcing platform, which leverages AI, ML, and NLP, supports strategic sourcing of services for high-value spend including professional services, marketing, IT, HR, and legal services.

Scope of the Report

The report provides a comprehensive and objective analysis of Globality’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 locations.

Procurement Transformation Vendor Assessments also Available for:

4C Associates

Capgemini

Cognizant

Corbus LLC

Dragon Sourcing

Efficio

Genpact

GEP

Infosys

TCS

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 both 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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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

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