



Global Employer of Record Services

Globalization Partners

Report Abstract

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6 pages

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Who is This Vendor Assessment For?

NelsonHall's Global Employer of Record (EoR) services profile on Globalization Partners is a comprehensive assessment of Globalization Partners offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of Global EoR 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 Global Employer of Record sector.

Key Findings & Highlights

Globalization Partners, headquartered in Boston, Massachusetts, is a provider of global employer of record services.

The firm was founded by current CEO Nicole Sahin in 2012 after identifying an opportunity in the market for supporting firms navigating the complex nature of compliant global expansion activities. It established its first legal entity and engaged its first client in 2013, quickly reaching five legal entities and 100 clients by early 2015.

To support its global employer of record offering and continued growth, in 2016, it launched its proprietary enabling technology platform, which it continues to leverage and develop through ongoing annual investments and roadmap initiatives. In 2018, the firm surpassed 400 clients and 26 incorporated entities globally. In early 2020 Globalization Partners announced it had closed on a \$150m minority equity investment by a small group of investment firms to fuel its continued growth.

Globalization Partners positions its global employer of record services as a technology solution underpinned by a global legal infrastructure in support of firms seeking compliant global expansion.

Globalization Partners leverages its proprietary software to enable its global employer of record offering. The platform is a SaaS product that takes a modern, modular, and user-centric approach to deliver an end-to-end client experience, complemented by local HR team members in each jurisdiction.

Globalization Partners targets its global employer of record offering to growing multinational corporations of all sizes, seeking global expansion support for small populations of employees and operations in new geographies.

Today, Globalization Partners' global employer of record platform supports ~1k clients and ~1.8k workers through its 52 incorporated entities globally.

Scope of the Report

The report provides a comprehensive and objective analysis of Globalization Partners' global employer of record services 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.

Global Employer of Record Services Vendor Assessments also Available for:

Acumen International

Papaya Global

Safeguard Global

Shield GEO

Velocity Global

About The Author

Pete is a Principal Analyst at NelsonHall, with shared responsibility for HR Services research globally with Nikki Edwards and Liz Rennie. Pete covers HR Services research in the areas of payroll services, global EoR services, HCM technology, and RPA and AI in HR outsourcing.

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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About NelsonHall

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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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