

Hays
Recruitment Process Outsourcing

Vendor Assessment Report Abstract

November 2013

By Elizabeth Rennie
HR Outsourcing Research Analyst
NelsonHall

17 pages



research.nelson-hall.com





Who Is This Vendor Assessment For?

NelsonHall's Recruitment Process Outsourcing Vendor Assessment for Hays is a comprehensive assessment of Hay's Recruitment Process Outsourcing offering and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of recruitment process outsourcing and identifying vendor suitability for recruitment process outsourcing RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the support services sector
- HR decision makers

Key Findings & Highlights

Hays provides specialist recruitment of professional labor, in the £20K - £130K salary range. It supports a range of industries and sectors in placing permanent, temporary and interim positions. U.K. headquartered, the Hays Group employs ~7,840 personnel globally and has ~750 employees dedicated to the RPO business. Services are delivered from 5 main Service Management Centers, 7 Hubs, and a network of global offices. Hays has 239 offices spread over 33 countries.

Most HAYS employees are in the following service centers:

• Global client services centers, which provide nearshore support in Leicester, Delhi, Krakow and Kuala Lumpur.

HAYS targets the following sectors:

- Financial Services
- Technology
- Media & Entertainment
- Manufacturing
- Professional Services
- Telecommunications
- Retail
- Consumer Products

Scope of the Report

The report provides a comprehensive and objective analysis of Hay's recruitment process outsourcing offering, capabilities, and market and financial strength, 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, size and scale of delivery locations and their activities.





Contents

- 1. Background
- 2. Revenue Summary
- 3. Key Offerings
- 4. Delivery Capability and Partnerships
- 5. Target Markets
- 6. Strategy
- 7. Strengths & Challenges
 - 7.1 Strengths
 - 7.2 Challenges
- 8. Outlook

Report Length

17 pages

Report Author

Elizabeth Rennie

elizabeth.rennie@nelson-hall.com

Recruitment Process Outsourcing Vendor Assessments also Available for:

Adecco / Pontoon RPO

Alexander Mann

Aon Hewitt

Futurestep, a Korn/Ferry Company

Hudson

Infosys

KellyOCG

Kenexa, an IBM Company

ManpowerGroup Solutions

Pinstripe Ochre House

Randstad Sourceright

Talent2

The RightThing, an ADP Company