

Global Employer of Record Services

Mercans

Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Global Employer of Record Services profile on Mercans is a comprehensive assessment of the company's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of employer of record services 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 employer of record sector.

Key Findings & Highlights

This NelsonHall vendor assessment analyzes Mercans' offerings and capabilities as a provider of global employer of record services.

Headquartered in London, U.K., Mercans is a technology-enabled managed payroll and HR outsourcing provider, including employer of record services. The company was founded in 2003 to address gaps in multi-country payroll and HRM services across Europe, including recruitment services supporting the oil & gas industry. In 2004, the company opened its office in Dubai to provide services throughout the Middle East and expanded its operations to LATAM in 2008-09.

In 2011, Mercans began providing HRM integration services, focusing on SAP SuccessFactors, UKG, Ceridian, Oracle, Workday, and Microsoft system integration, support, enhancements, and platform upgrades.

Since its inception, Mercans has developed proprietary tools to enable its managed payroll and HR services, dedicating ~80% of its annual revenues toward R&D efforts to enhance its proprietary HR Blizz™ platform.

Mercans' Global HR solutions are organized into the following service lines:

- Employer of Record
- Global Payroll
- Business Process Outsourcing
- Software
- Global Mobility & Talent Management
- Advisory & Compliance.

Across all these lines of business, Mercans supports ~8,000 clients in ~160 countries. The company focuses on the minimal use of subcontractors and third-party providers in delivering its native employer of record services. Mercans currently provides employer of record services for ~1,320 clients and ~16,000 active workers.

Scope of the Report

The report provides a comprehensive and objective analysis of Mercans' global employer of record service 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 delivery locations.

Global Employer of Record Services Vendor Assessments are also available for:

Acumen International

Atlas, formerly Elements Global Services

CXC Global

Globalization Partners

Mauve Group

Neeiamo

Omnipresent

Papaya Global

Remote

Safeguard Global

Velocity Global

About The Author

Jeanine is a Principal Research Analyst at NelsonHall and a member of the HR Technology & Services practice. She has global responsibility for crucial HR areas, including employer of record (EOR) and learning platforms.

Jeanine is a highly experienced HR practitioner with 28 years of experience in HR across industry sectors, including aerospace, automotive, energy, government, pharmaceuticals, telecommunications, learning, and business consultancy.

Jeanine has significant experience leading and managing business transformation/integration, competitive and industry benchmarking, HR and learning technology, strategic change leadership, managed service provider engagements, organizational and process redesign, and M&A initiatives.

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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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