

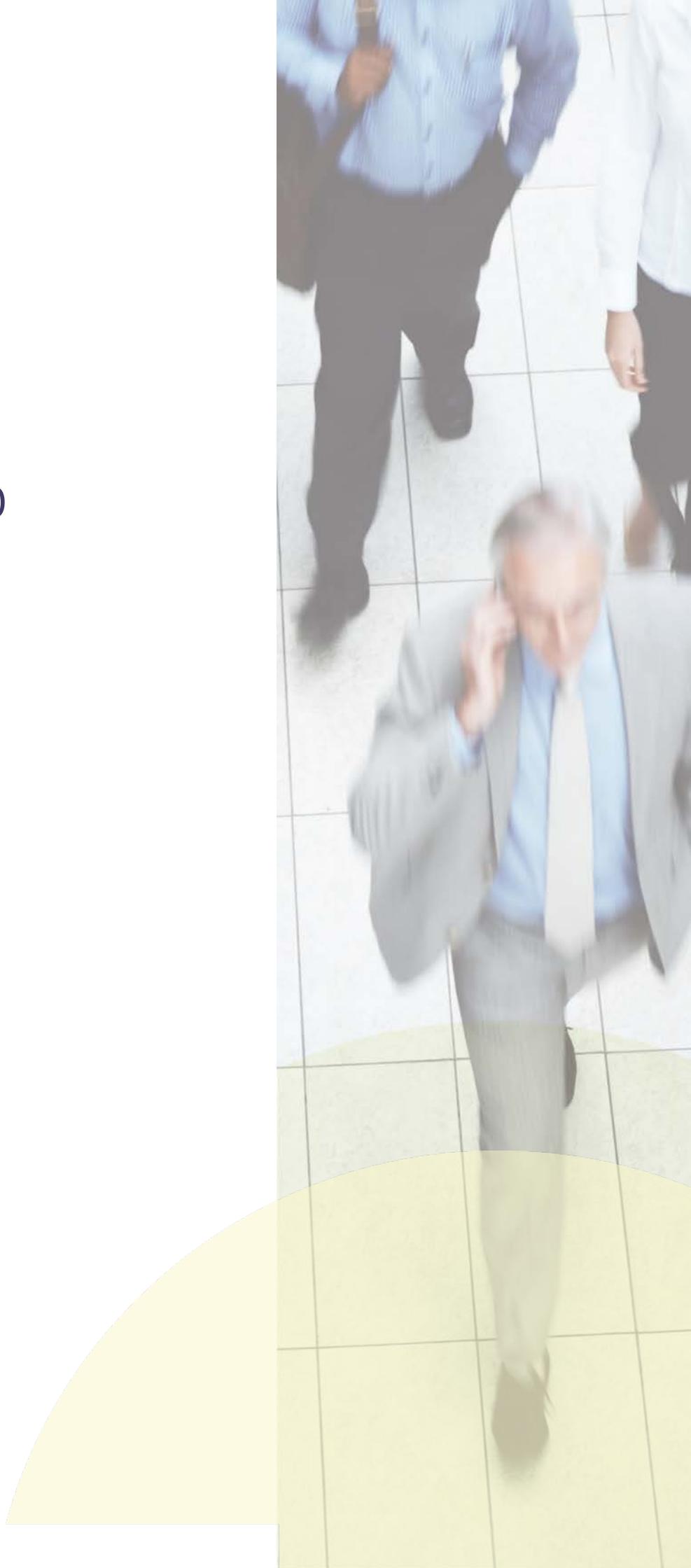


Proxima: Procurement BPO Vendor Assessment Report Abstract

July 2012

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12 pages





Who Is This Vendor Assessment For?

NelsonHall’s Procurement BPO Services Vendor Assessment for Proxima is a comprehensive assessment of Proxima’s offerings and capabilities designed for:

- Buyers of procurement outsourcing services, including sourcing managers monitoring the capabilities of existing vendors 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 support services sector



Key Findings & Highlights

Proxima is the new name of the U.K. procurement specialist formerly known as buyingTeam. The company highlights that its new brand name underlines the way it works with clients by incorporating the concepts of “proximity”, “proxy” and “intimacy”. The intention is to highlight its positioning and broader objectives:

- As a pure-play service provider, whose sole focus on sourcing and procurement
- Whose operating model is based on client proximity/intimacy, with a substantial proportion of dedicated resources in service delivery and an approach that focuses on
- Being closely aligned with the client’s in-house sourcing organization
- Helping that in-house organization play a more strategic role internally.

Dropping the ‘buyingTeam’ name thus reflects the company’s shift from what providing could be viewed as a tactical transactional service to positioning on offering services that are value-based, for example helping clients enhance the role of the indirect procurement within an organization.

As well as the rebrand, Proxima is also expanding in the U.S. where it has already scored some early wins and claims to have a strong pipeline.

Proxima is clearly looking to increase its visibility and eligibility for larger procurement BPO contracts.

Contents

1.	Background	
2.	Key Offerings	
3.	Delivery Capability and Partnerships	
4.	Target Markets	
5.	Strategy	
6.	Strengths and Challenges	
7.	Outlook	

Scope of the Report

The report provides a comprehensive and objective analysis of Proxima's procurement BPO offerings, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphases and new developments
- Analysis of the company's strengths, weaknesses and outlook
- Revenue estimates
- Analysis of 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.

Report Length

12 pages

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