



Randstad Sourceright

Managed Service Program

**Vendor Assessment
Report Abstract**

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Who Is This Vendor Assessment For?

NelsonHall's Managed Service Program vendor assessment for Randstad Sourceright (RSR) is a comprehensive assessment of RSR's managed service program (MSP) offering and capabilities, designed for:

- Sourcing managers investigating sourcing developments within MSP
- HR decision makers exploring the benefits and inhibitors of MSP as evidenced from the clients and vendor capability
- Vendor marketing, sales and business managers developing strategies to identify developments and target opportunities within managed service programs
- Financial analysts and investors specializing in, or covering the HR outsourcing industry and suppliers.

Key Findings & Highlights

RSR positions its integrated talent practice as a holistic, flexible, and scalable approach to talent strategy which is designed to help organizations identify the right mix of permanent employees, contingent workers, and technology (including robots) and delivers optimal business outcomes.

Pontoon has ~2000 employees serving ~550 managed service programs, across a range of industrial sectors including financial services, life sciences, technology, manufacturing, retail, professional services (large organizations) and FMCG.

According to Randstad's 2016 annual report, its total revenues were €20.7bn and its staffing revenues were €12.07bn (59% of total revenues), with an organic growth of 3% over 2015. Staffing EBITDA for 2016 was €566.5m and EBITDA margin was 4.6%.

RSR's MSP model will increasingly become more hybrid (Direct, MV, VN, SOW, IC and gigs) and more blended as a total talent solution (MSP with RPO).



Scope of the Report

The report provides a comprehensive and objective analysis of RSR's managed service program offering, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphasis, and new developments in both its service and technology
- Analysis of the company's strengths, challenges, and outlook
- Revenue and Spend Under Management
- 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 key offerings (service model and service components)
- Analysis of the company's delivery capability (including the location, size and scale of delivery operations; and delivery via technology).

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Report Length

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