



# SafeGuard World International Payroll Services

Vendor Assessment  
Report Abstract

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## Who Is This Vendor Assessment For?

NelsonHall's Payroll Outsourcing Vendor Assessment for SGWI is a comprehensive assessment of SafeGuardWorld International (SGWI)'s Payroll Outsourcing offering and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of payroll outsourcing and identifying vendor suitability for payroll 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

SafeGuardWorld International (SGWI) is a global managed payroll service provider, and an employment outsourcing and ancillary HR services provider. SGWI started in 1969 as a U.K. domestic payroll provider; by 2006, it began to focus on international payrolls using an aggregator model. FedEx and Skype were some of its first international payroll clients; brand name clients also include eBay and Amazon. Today it is delivering ~700k payslips per annum to ~120 customers, 60% of which are European based.

SGWI has five key offerings (with approximate % revenue share):

- Global managed payroll (GMP) services: for companies of 500 to 20k employees. SGWI uses an aggregator model whereby the services are provided by a network of suppliers brought together under a single agreement, with the local payroll providers governed by SGWI (~66%)
- Global employment outsourcing (GEO); SGWI co-employs contingent workers. The service was launched in 2010 (~32%), and includes serving as an employer of record, administering payments and tax filing and maintaining legally-required licenses, registrations and insurances
- Workforce solutions: for companies with small global employee populations of <300 employees; launched mid-2013 to support HR services as well as payroll services, (~2%). Referred to as "Global Workforce Solutions" or "GWS"
- Professional solutions, consulting services newly introduced in 2013 (referred to as "Global Professional Solutions" or "GPS"); covering employment law advice, background checks, tax and immigration advice, contractor risk evaluation and expatriate support.
- RPO, newly introduced in January 2014.

In 2010, a partnership with Workday was established and a certified payroll interface to Workday is now provided; today, ~50% of SGWI's new clients are Workday clients requiring a payroll service.

## Scope of the Report

The report provides a comprehensive and objective analysis of SGWI's payroll 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.



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## Report Length

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