



**NelsonHall**  
TRANSFORM THROUGH INSIGHT

# Vendor Profile

CWS/MSP

**nextSource**

## Report Abstract

May 2021

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17-pages

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## Who is This Vendor Assessment For?

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NelsonHall's CWS/MSP profile on nextSource is a comprehensive assessment of nextSource's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of CWS/MSP and identifying vendor suitability for CWS/MSP RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the CWS/MSP sector.

## Key Findings & Highlights

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This NelsonHall vendor assessment analyzes nextSource's offerings and capabilities in CWS/MSP.

nextSource is a privately held woman-owned business enterprise headquartered in New York City with a U.S. footprint, founded in 1998.

nextSource focuses on first- and second-generation buyers in the mid-market space. Its CWS/MSP programs are vendor-neutral. It offers a range of CWS/MSP programs, predominantly focused on a blended mix, combining MSP, SOW, services procurement, and freelancers. nextSource also provides payroll services.

In 2020, nextSource launched new services and relaunched other services that had seen increased demand due to the pandemic.

nextSource is technology agnostic, using a blend of proprietary and third-party platforms. It has launched new proprietary tools in 2020 and has plans to expand its ecosystem in 2021.

nextSource has seen traction in Higher Education, Logistics, and Distribution.

## Scope of the Report

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The report provides a comprehensive and objective analysis of nextSource's CWS/MSP 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/SUM 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 service delivery organization (including delivery locations).

## **CWS/MSP Vendor Assessments also Available for:**

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AMS

Avencia

CXC Global

Guidant Global

Hudson RPO

KellyOCG

Lorien

Morson Talent

Page Outsourcing

Pontoon Solutions

PRO Unlimited

Randstad Sourceright

Resource Solutions

Resourgenix

Sanderson Plc

talentCRU

WilsonHCG

## About The Author

Nikki is a Principal Research Analyst at NelsonHall, with shared responsibility for HRO research globally. Nikki is responsible for HRO research in the areas of Recruitment Process Outsourcing (RPO), Managed Service Program (MSP)/Contingent Workforce Services (CWS), and Learning.

Nikki has a wealth of operational experience across the entire HR function, including talent acquisition, talent development, employee engagement, employee relations, compensation, benefits, payroll, employment law, and HR systems. She also has significant experience in leading and managing business transformation/integration and cultural change projects, including outsourcing key business functions, accelerated growth via TUPE transfers, organization and process redesign, and M&A initiatives (including due diligence, rebranding, cultural realignment, and compensation and benefits changes).



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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](mailto:guy.saunders@nelson-hall.com)

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