



Steria

Order to Cash

Vendor Assessment Report Abstract

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15 pages

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Who Is This Vendor Assessment For?

NelsonHall's F&A outsourcing profile on Steria is a comprehensive assessment of Steria's O2C outsourcing offerings for organizations and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of O2C outsourcing services and identifying vendor suitability for O2C outsourcing services 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

This NelsonHall vendor assessment analyzes Steria's offerings and capabilities in O2C outsourcing services. Steria is one of a number of O2C outsourcing service companies analyzed in NelsonHall's comprehensive industry analysis programs.

Steria's O2C capabilities were acquired as part of its acquisition of U.K. based IT services and BPO provider, Xansa on 17 October 2007.

O2C sits within Steria's BPO service line, one of four global service lines, which also include application management, infrastructure management and testing.

Steria's O2C experience spans the public sector, media, telecoms and retail sectors.

Steria remains focused on growing its O2C BPO business both in the U.K. public sector and the commercial sector. It is also pursuing a number of European BPO deals at the moment which have F&A and O2C components.

Scope of the Report

The report provides a comprehensive and objective analysis of Steria's O2C outsourcing offerings, capabilities and market and financial strengths including:

- Analysis of the company's offerings and key service components
- 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
- Key client examples
- Analysis of the company's delivery organization including the location of delivery locations



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Report Length

15 pages

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F&A Outsourcing Vendor Assessments:

Accenture, Capgemini, EXL Service, Firstsource, Genpact, IBM, Sutherland, WNS, Xerox