



# Alexander Mann Solutions Managed Service Program

Vendor Assessment  
Report Abstract

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By Gary Bragar  
HR Outsourcing Research Director  
NelsonHall

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## Who Is This Vendor Assessment For?

NelsonHall's Managed Service Program vendor assessment for Alexander Mann Solutions is a comprehensive assessment of Alexander Mann Solutions' 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

Alexander Mann Solutions (AMS) began providing contingent workforce services in the U.K. in 1996. Its first client, ICL (now Fujitsu), was previously using agencies and wanted the recruitment service to have a greater focus on outcomes and quality of hire, rather than just on filling positions. The contract scope included the management of 1.5k workers across IT contractors, support staff and engineers. The scope of the ICL contract included RPO for permanent hires as well as contingent workers.

AMS grew organically from 1996 until February 2008, when it acquired Capital Consulting in the U.K. to further strengthen its RPO capabilities in Europe and Asia Pacific.

AMS currently provides contingent worker outsourced services in ~12 countries, across ~22 clients in the Americas, Europe and Asia Pacific. It supports ~8k contractors on a rolling basis, which equates to ~15k unique workers who pass through its programs annually.

AMS has ~2.9k personnel globally, of which ~350 employees are delivering contingent worker services and ~2.75k are dedicated to its RPO business; the rest are in its consulting division. AMS supports contingent worker services from seven global service centers and 12 regional offices, and it currently offers services in 27 languages. It has local offices across Europe, Latin America, North America and Asia Pacific.

In 2014, Alexander Mann Solutions delivered 78k hires, with 8k of these coming from its contingent or MSP business.

## Scope of the Report

The report provides a comprehensive and objective analysis of Alexander Mann Solutions' managed service program 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

11 pages

## Report Author

Gary Bragar

[gary.bragar@nelson-hall.com](mailto:gary.bragar@nelson-hall.com)

## Managed Service Program Vendor Assessments also Available for:

Advantage xPO

Allegis Global solutions

Alexander Mann Solutions

Allegis Global Solutions

Capita

DCR Workforce

Hudson

KellyOCG

Pontoon

TAPFIN

Volt