



NelsonHall
TRANSFORM THROUGH INSIGHT

Vendor Profile

Procurement Transformation 2023

GEP

Report Abstract

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By Vaibhav Wardhan

Principal Analyst

NelsonHall

12-pages

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Who is This Vendor Assessment For?

NelsonHall's procurement transformation profile on GEP is a comprehensive assessment of GEP's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of procurement transformation services and identifying vendor suitability for procurement services RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the F&A and Supply Chain services sector.

Key Findings & Highlights

GEP focuses on an integrated solution integrating consulting, software, and managed services to help clients manage their procurement and supply chain, mitigate risks, deliver savings, and reduce operational costs.

The company has been leveraging its consulting resources and operations (managed services) client and industry expertise to drive an integrated delivery model, leveraging the SMEs from consulting, managed services, technology, and software platforms.

GEP's procurement offerings include:

- Consulting services: procurement strategy and supply chain strategy
- Software: end-to-end procurement and supply chain platforms
- Managed services: Source to contract, procure to pay, category management, supply market intelligence, and supply chain outsourcing.

GEP has ~6,000 FTEs, with 26 offices serving ~550 clients across 120 countries. Around 60% of the company's delivery personnel are based offshore in India, 30% are based onshore in North America, Europe, and Asia Pacific, and 10% are nearshore in Latin America.

The U.S. represents around 50% of the company's revenue. GEP is also growing its presence in some large countries in Europe, notably the U.K., Germany, and the Netherlands. There is an increasing focus on mid-market enterprises (i.e, companies with revenues below \$1bn): this segment currently accounts for around 10% of overall revenue. There is a clear emphasis on supporting clients in the digital transformation of their procurement function, including delivering significant improvements in process automation.

Scope of the Report

The report provides a comprehensive and objective analysis of GEP's procurement 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 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 of delivery locations.

Procurement Transformation Vendor Assessments also Available for:

Capgemini

Infosys

Genpact

Tech Mahindra

TCS

WNS Denali

Efficio

Excela

Dragon Sourcing

Wipro

Conduent

About The Author

Vaibhav is a Principal Analyst with responsibility for NelsonHall's F&A & Supply Chain Transformation research program.

Vaibhav assists both buy-side and vendor organizations in assessing opportunities and supplier capability and advising on operational transformation in the F&A and supply chain management domains.

Prior to joining NelsonHall, Vaibhav worked for over 13 years in various consulting/BPS industry roles, assisting clients with their sourcing and procurement transformation. Vaibhav has worked with Genpact, Accenture, and GEP, assisting Fortune 100 clients with sourcing, spend analytics, and procurement transformation assignments. He also worked with Novartis Healthcare in an internal consulting role supporting indirect procurement.

Vaibhav can be contacted at:

- Email: vaibhav.wardhan@nelson-hall.com
- Twitter: @Vaibhav_NH



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

Boston

Riverside Center, 275 Grove Street, Suite 2-400, Newton Massachusetts 02466
Phone: +1 857 207 3887

London

29 Rose Hill, Binfield, Bracknell RG42 5LH
Phone: + 44(0) 203 514 7522

Paris

4 place Louis Armand, Tour de l'Horloge, 75012 Paris
Phone: + 33 1 86266 766

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