



# ManpowerGroup Solutions

Next Generation RPO

Vendor Assessment  
Report Abstract

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## Who Is This Vendor Assessment For?

NelsonHall's Next Generation recruitment process outsourcing (RPO) vendor assessment for ManpowerGroup Solutions (MPGS) is a comprehensive assessment of MPGS' RPO offering and capabilities, designed for:

- Sourcing managers investigating sourcing developments within RPO
- HR decision makers exploring the benefits and inhibitors of RPO as evidenced by the clients and vendor capability
- Vendor marketing, sales and business managers developing strategies to identify developments and target opportunities within RPOs
- Financial analysts and investors specializing in or covering the HR outsourcing industry and suppliers.

## Key Findings & Highlights

MPGS focuses on outcome-based talent solutions including RPO, MSP, and workforce consulting.

MPGS manages 560 RPO clients, with established RPOs across all industry sectors, except for professional services, and travel/transport/logistics.

MPGS offers enterprise RPO, project RPO, sourcing and screening, hybrid RPO, MSP, and consultancy services.

MPGS' 2018 revenue represents ~13% of ManpowerGroup's overall revenue (~\$2,869.0m). NelsonHall estimates that MPGS' 2018 RPO revenue was ~\$315.6m (~11%).

MPGS will focus on unifying its MPGS (RPO) and TAPFIN (MSP) brands, integrating its proprietary MPGS and TAPFIN technology/tools into a unified platform offering, continuing to grow its consultancy services, and developing the capability of its employees to be more strategically focused on its clients.



## Scope of the Report

The report provides a comprehensive and objective analysis of MPGS' RPO offering, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphasis, and new developments in both its service and technology
- Analysis of the company's strengths, challenges, and outlook
- Revenue
- 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 key offerings (service model and service components)
- Analysis of the company's delivery capability (including the location, size, and scale of delivery operations; and delivery via technology).

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