



**NelsonHall**  
TRANSFORM THROUGH INSIGHT

# Vendor Profile

## Procurement Transformation

# WNS Denali

### Report Abstract

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16 pages

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## Who is this Vendor Assessment for?

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This profile is a comprehensive assessment of WNS Denali's procurement transformation offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of procurement 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 procurement sector.

## Key Findings & Highlights

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This NelsonHall vendor assessment analyzes WNS Denali's offerings and capabilities in procurement transformation.

WNS initially offered downstream procurement as an adjacent service to its F&A BPS offerings. The company's offerings specific to the procurement function were expanded upstream in January 2017 with its acquisition of Denali Sourcing Services, now WNS Denali. Denali brought in capabilities around sourcing execution, and sourcing support to clients.

Since then, WNS Denali has:

- Added contracting support
- Expanded its offerings with category management enablement, including stakeholder alignment
- Further developed its suite of proprietary tools under the banner of CPOTRAC
- Expanded its advisory capabilities.
- Expanded support for supply chain operations and direct materials

WNS now offers end-to-end source to pay (S2P) services with offerings that span advisory, BPS, and digital services.

## Scope of the Report

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The report provides a comprehensive and objective analysis of WNS Denali's procurement offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, challenges, 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 centers.

## Procurement Transformation Vendor Assessments also available for:

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Capgemini

Infosys

Genpact

GEP

TCS

Tech Mahindra

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.



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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., Continental Europe, and Asia, 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. For vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall conducts rigorous, primary research and is widely respected for the quality, depth, and insight of its analysis.

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