



Yoh

Managed Service Program

**Vendor Assessment
Report Abstract**

February 2017

By Nikki Edwards

**Principal Research Analyst
NelsonHall**

9 pages

research.nelson-hall.com





Who Is This Vendor Assessment For?

NelsonHall's Managed Service Program vendor assessment for Yoh is a comprehensive assessment of Yoh's 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

Day & Zimmermann, Yoh's parent company, is currently divided into four operating divisions: Engineering, Construction and Maintenance, Government Services, and Munitions and Workforce Solutions. Yoh is the name of the Workforce Solutions division.

Yoh supports 30 MSP contracts, covering engineering and manufacturing clients (due to its history in these sectors) as well as industries such as healthcare and IT. 80% of Yoh's MSP contracts are vendor neutral and 20% of its MSP contracts are hybrid models.

Yoh will continue to become more hybrid and blended in its service model approach (such as direct sourcing/adding SOW, RPO and ICs) and enhance its tailored high-touch services approach via its "Private Label" offering. It will also develop services procurement based on experience built up with existing clients and utilize services from the Day & Zimmermann Group.

Its delivery of services via its SSCs will continue to reflect its high-touch focus. Yoh will continue to develop more standardization and leverage analytics, automation and visualization expertise from its recent acquisition and long-term strategic partners (such as SAP) to enhance its proprietary technology capabilities.



Scope of the Report

The report provides a comprehensive and objective analysis of Yoh's managed service program 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 and Spend Under Management
- 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).

Contents

1.	Background
2.	Revenue Summary
3.	Key Offerings
	3.1 Service Models
	3.2 Service Offerings
	3.3 Process SLAs/KPIs
4.	Delivery Capability and Partnerships
	4.1 Geographic Footprint
	4.2 Proprietary Technology
	4.3 Technology Partners
	4.4 Analytics and Automation
5.	Target Markets
	5.1 Yoh's Target Market
	5.2 Examples of Key Clients
6.	Strategy
7.	Strengths & Challenges
	7.1 Strengths
	7.2 Challenges
8.	Outlook

Report Length

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Report Author

Nikki Edwards

nikki.edwards@nelson-hall.com