



# Futurestep

**Next Generation Recruitment Process Outsourcing**

**Vendor Assessment  
Report Abstract**

**February 2018**

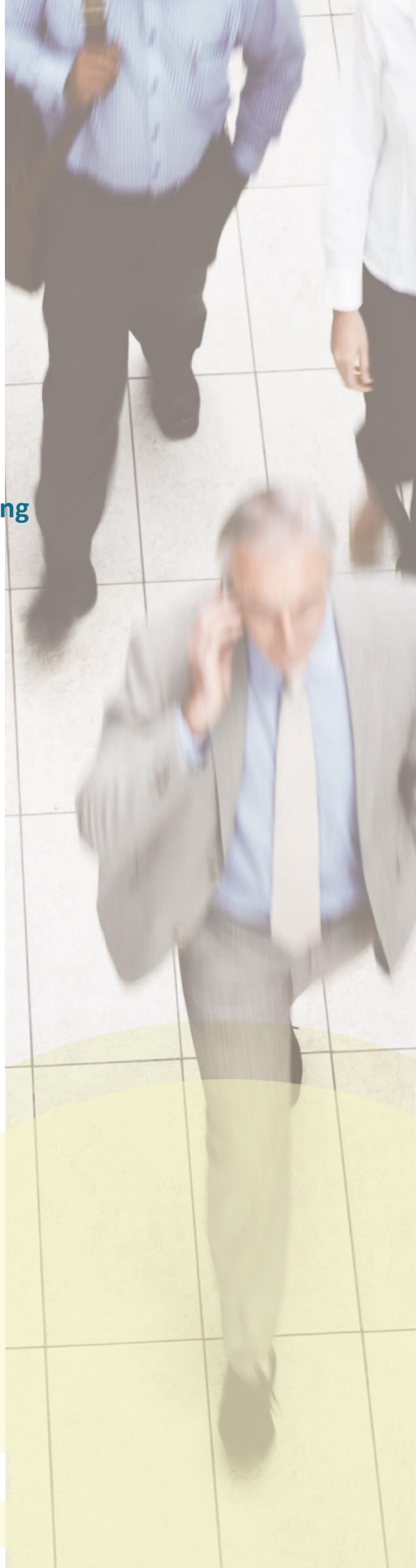
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**22 pages**

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## Who Is This Vendor Assessment For?

NelsonHall's Next Generation Recruitment Process Outsourcing vendor assessment for Futurestep is a comprehensive assessment of Futurestep's recruitment process outsourcing (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 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

Futurestep is Korn Ferry International's outsourced recruiting subsidiary, representing ~15% share of KF's revenues. It focuses on customizable talent acquisition solutions including global and regional RPO, project RPO, individual professional search, and consulting.

Established RPOs include life sciences/pharmaceuticals and technology. Futurestep offers end to end (enterprise) RPO, project RPO, sourcing/screening, hybrid RPO and co-sourced RPO. It also offers some MSP support, mainly in Australia and Europe.

Futurestep's FY17 RPO revenues were \$223.6m. Its 2016 calendar year RPO revenues were \$198.1m.

Futurestep is focusing on promoting its co-sourced RPO model; leveraging its continuous improvement team to support clients in evolving their RPO programs; developing its own employees under the Talent Academy scheme; and improving its CPS and Foresight platforms, predictive analytics, RPA, chatbot and NLP capability.



## Scope of the Report

The report provides a comprehensive and objective analysis of Futurestep's recruitment process outsourcing 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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## Report Length

22 pages

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