



# Sevenstep

**Next Generation Recruitment Process Outsourcing**

**Vendor Assessment  
Report Abstract**

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## Who Is This Vendor Assessment For?

NelsonHall's Next Generation Recruitment Process Outsourcing vendor assessment for Sevenstep is a comprehensive assessment of Sevenstep'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

Sevenstep is a global RPO provider and is part of the Motion Recruitment Partners (MRP) LLC family of recruitment companies, headquartered in Boston, Massachusetts.

Established RPOs include logistics, manufacturing, supply chain and technology. Sevenstep offers end to end (enterprise) RPO services, hybrid RPO, project RPO, sourcing and screening, and blended RPO/MSP.

Sevenstep is a division of a private company and does not disclose actual revenues. NelsonHall estimates that Sevenstep's RPO revenues in 2016 were \$36.1m and in 2017 they were \$41.5m.

Sevenstep will focus on increasing MSP services/blended RPO/MSP models, whilst continuing to offer its existing range of RPO models (enterprise, project, sourcing and screening and hybrid RPO); developing further its global transformation services department, promoting its specialist service areas as both support services and standalone services, and developing its cultural identity on a more global basis; expanding resources in its newer hubs; maintaining its high-touch service; and continuing to enhance its Talent AI analytics and intelligence platform (RPA, UX and integration capabilities).



## Scope of the Report

The report provides a comprehensive and objective analysis of Sevenstep'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

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