



Workday-based Human Resources Business Process Services (HR BPS) – Service Provider Compendium 2019

Human Resources Outsourcing (HRO)

Market Report – July 2019: Complimentary Abstract / Table of Contents

Our research offerings for global services

| | |
|--|--------------------------------------|
| ▶ Market Vista™ Global services tracking across functions, sourcing models, locations, and service providers – industry tracking reports also available | |
| ▶ Application Services | ▶ Human Resources |
| ▶ BPS Banking & Financial Services | ▶ ITS Banking & Financial Services |
| ▶ BPS Healthcare & Life Sciences | ▶ ITS Healthcare |
| ▶ BPS Insurance | ▶ ITS Insurance |
| ▶ Catalyst™ | ▶ IT Services Executive Insights™ |
| ▶ Cloud & Infrastructure | ▶ ITS Life Sciences |
| ▶ Customer Experience Management Services | ▶ Locations Insider™ |
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| ▶ Digital Services | ▶ Procurement |
| ▶ Engineering Services | ▶ Recruitment & Talent Acquisition |
| ▶ Finance & Accounting | ▶ Service Optimization Technologies |

Membership information

- This report is included in the following research program(s)
 - [Human Resource Outsourcing \(HRO\)](#)
- If you want to learn whether your organization has a membership agreement or request information on pricing and membership options, please contact us at info@everestgrp.com, unitedkingdom@everestgrp.com, or india@everestgrp.com

More about membership

In addition to a suite of published research, a membership may include

- Accelerators™
- Analyst access
- Data cuts
- Pinnacle Model™ reports
- PriceBook
- Virtual Roundtables
- Workshops

Custom research capabilities

- Benchmarking | Pricing, delivery model, skill portfolio
- Peer analysis | Scope, sourcing models, locations
- Locations | Cost, skills, sustainability, portfolio – plus a tracking tool
- Tracking services | Service providers, locations, risk
- Other | Market intelligence, service provider capabilities, technologies, contract assessment

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Our research methodology is based on four pillars of strength to produce actionable and insightful research for the industry

- Market thought leadership
- Actionable and insightful research
- Syndicated and custom research deliverables

1 Robust definitions and frameworks
(Function-specific pyramids, Total Value Equation, PEAK Matrix, and market maturity)

2 Primary sources of information
(Annual contractual and operational RFI, service provider briefings and buyer interviews, and web-based surveys)

3 Diverse set of market touchpoints
(Ongoing interactions across key stakeholders, input from a mix of perspectives and interests, supports both data analysis and thought leadership)

4 Fact-based research
(Data-driven analysis with expert perspectives, trend-analysis across market adoption, contracting, and service providers)

- Proprietary contractual database of 500+ Workday-based HR BPS contracts (updated annually)
- Year-round tracking of 10+ Workday-based HR BPO service providers
- Large repository of existing research in HRO
- Dedicated team for multiple areas within HRO research, spread over two continents
- Over 20 years' experience of advising clients on HRO-related decisions
- Executive-level relationships with buyers, service providers, technology providers, and industry associations

This report is based on the below key sources of proprietary information

- Everest Group's proprietary database of **500+ Workday-based HR BPS deals**
- The database tracks the following elements of each Workday-based HR BPS deal:
 - Buyer details including industry, location, and signing region
 - Deal details including Total Contract Value (TCV) and Annual Contract Value (ACV), contract term, start date, buyer employees served, and primary pricing structure
 - Scope: Process coverage and geographic coverage (employees covered by each region)
 - Technology ownership and maintenance
 - Global sourcing

- Proprietary database of 10+ Workday-based HR BPS service providers
- The database tracks the following for each service provider:
 - Revenue and number of FTEs
 - Revenue split by region
 - Number of clients and buyer employees
 - Location and size of delivery centers
 - Recent HRO-related developments
 - Technology offerings within HRO

- **Service provider briefings**
 - Vision and strategy
 - Key strengths and improvement areas
 - Annual performance and future outlook
 - Emerging areas of investment

- **Buyer reference interviews, ongoing buyer surveys, and interactions**
 - Drivers and challenges for adopting workplace services
 - Assessment of service provider performance
 - Emerging priorities
 - Lessons learnt and best practices

Service providers assessed¹

accenture

alight

Capgemini

CONDUENT

DXC.technology

HR Path.
Your way to people success

IBM

NGA Human Resources

onesource
VIRTUAL

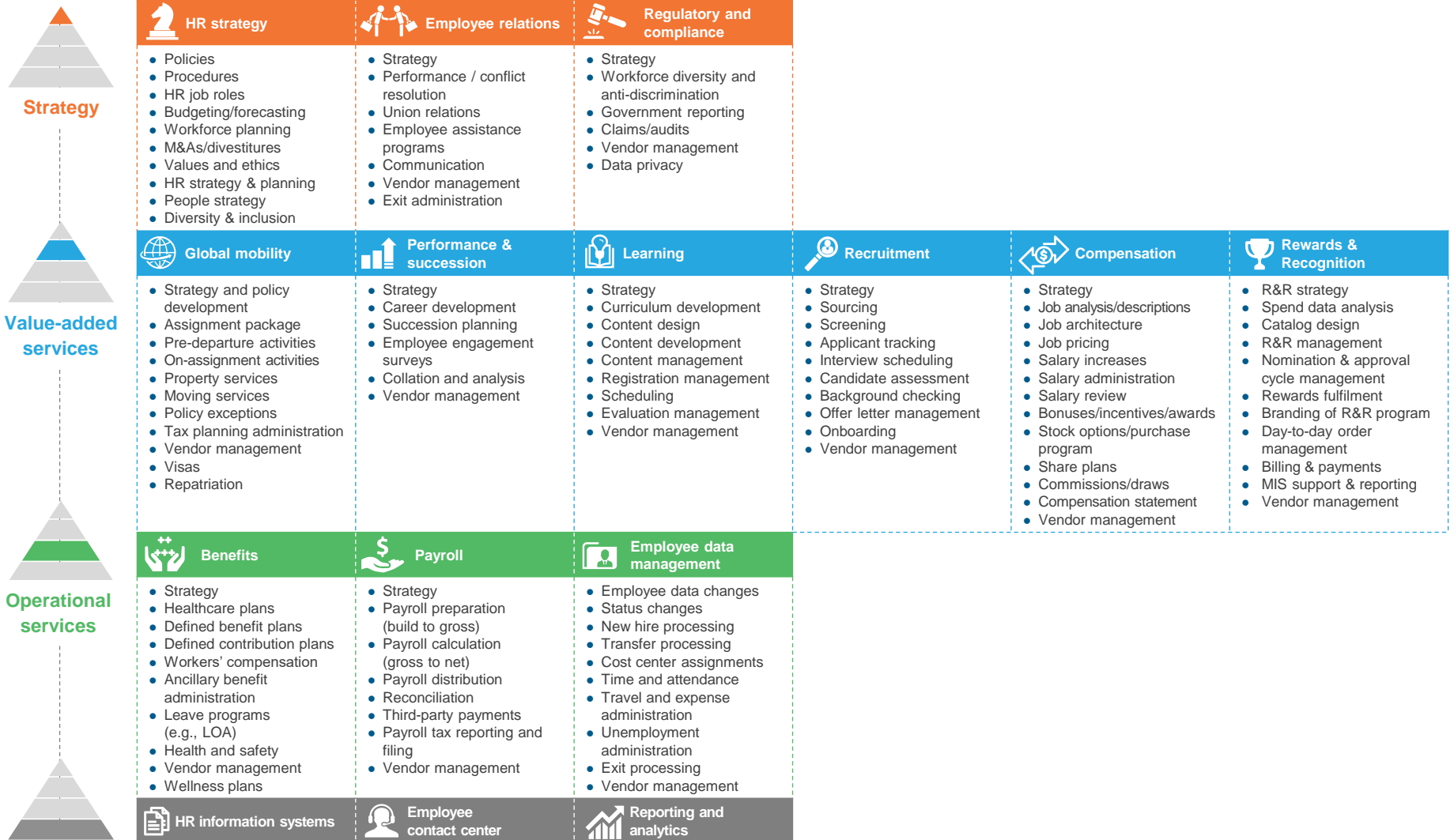
WNS
Extending Your Enterprise

¹ Assessment for HR Path excludes service provider inputs on this particular study, and is based on Everest Group's estimates, which leverage Everest Group's proprietary Transaction Intelligence (TI) database, ongoing coverage, the service provider's public disclosures, and interaction with buyers

Note: **The source of all content is Everest Group unless otherwise specified**

Confidentiality: Everest Group takes its confidentiality pledge very seriously. Any contract-specific information collected, will only be presented back to the industry in an aggregated fashion

Everest Group HRO process map



This report offers comprehensive overview of the capabilities of various providers in the Workday-based HR BPS market; below are four snapshots to illustrate the depth of the profiles

Service Provider (page 1 of 4)
Workday-based HR BPS capability and strategy

Solution deployment flexibility
Company profile: Service provider is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology, and operations. It has offices and operations in more than 200 cities in 55 countries with approximately 469,000 employees.
Key leaders (BPO/HRO business): John Doe, Group Chief Executive, Martin, Global Practice Lead, HR operations
Website: www.serviceprovider.com

Investments specific to Workday
M&A: Service provider acquired a niche consulting company. It has added 1,300 Workday certified resources, as well as a suite of Workday-specific assets and accelerators to service provider's Workday business.
Others:

- Service provider brings in its proprietary solutions to orchestrate the assets and capabilities needed to drive quantifiable business value.
- Expansion of Service Provider's capabilities with continued investment in employee experience and Artificial Intelligence (AI)
- Workday BPO
- Workday client
- Expanding HR professional

Workday partnership status
Partner status: Gold partner
Length of partnership: 10 years
Number of Workday certifications: 1000+

Total Workday-based HR BPS delivery FTEs = 500+

| Offshore ¹ | Nearshore ¹ | Onshore |
|-----------------------|------------------------|---------|
| 300+ | 150 | 50+ |

Add on HRO related investments
Areas:

- Developments
- Analytics: Service Provider across talent a
- Social and mobile: Service provider (agent) expand capabilities, HR integrats with
- Automation and AI: Service Provider and AI tools at virtual assistant

| Payroll | Benefits | Employee data management | Performance & succession | Learning |
|--------------------|------------------|--------------------------|--------------------------|--------------------------------|
| Employee relations | Travel & expense | Time & attendance | Employee contact center | Workforce planning & analytics |

¹ FTEs located in offshore (India, China, and Southeast Asia) or nearshore locations (Eastern Europe and Latin America)
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Service Provider (page 2 of 4)
Workday-based HR BPS client portfolio

Target market
Current Workday-based HR BPS market segment focus

- Buyer segment: Targets clients of all sizes
- Geography: North America, Europe, Middle East, and Africa (EMEA), Latin America, and Asia Pacific

Workday-based HR BPS experience
Total number of active clients – 20
Total number of buyer employees managed – 500,000+

Workday-based HR BPS deals geography mix
100% = 20 deals

| Geography | Percentage |
|-------------|------------|
| Geography 1 | 60% |
| Geography 2 | 35% |
| Geography 3 | 10% |

Workday-based HR BPS industry mix
100% = 20 deals

| Industry | Percentage |
|------------|------------|
| Industry 1 | 15% |
| Industry 2 | 15% |
| Industry 3 | 15% |
| Industry 4 | 15% |
| Others | 40% |

¹ Others include manufacturing, retail, consumer goods & services, social networking, food beverage
² Small (1,000-3,000 buyer employees); Medium (3,000-10,000 buyer employees); Medium-large (10,000-15,000 buyer employees); Large (15,000+ buyer employees)
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Service Provider (page 3 of 4)
Key Workday-based HR BPS delivery locations

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Service Provider (page 4 of 4)
Everest Group assessment – Leader

Measure of capability: High Low

| Market impact | | | | Vision & capability | | | |
|-----------------|---------------|-----------------|---------|---------------------------|----------------------------|--------------------|---------------------|
| Market adoption | Portfolio mix | Value delivered | Overall | Scope of services offered | Innovation and investments | Delivery footprint | Vision and strategy |
| High | High | High | High | High | High | High | High |

Strengths

- XYZ, a Leader in Workday-based HR BPS market, also emerged as a Star Performer due to a steady growth of its revenue on the back of XX new deals
- With a strong foothold in developed markets, it has the expertise to combine HRO with Finance and Accounting Outsourcing (FAO) and/or Procurement Outsourcing (PO), to offer multi-tower solutions
- It has leveraged partnerships extensively, especially the one with Workday on which it has a large number of clients
- Through both organic and inorganic investments, it demonstrated application of advanced analytics and offered flexible options such as ongoing, project-based, and as-a-service analytics

Areas of improvement

- XYZ's market success in the fast-growing Asia Pacific space, is relatively low for a large global player, accentuating the need to adapt to this fast-growing market
- Buyers highlight the highly contract driven nature of engagements as preventing a more flexible and agile implementation

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Research calendar – Human Resources Outsourcing (HRO)

Published
 Planned
 Current release

| Flagship HRO reports | Release date |
|--|------------------|
| Multi-Country Payroll Outsourcing (MCPO) – Service Provider Profile Compendium 2019 | October 2018 |
| Multi-Process Human Resources Outsourcing (MPHRO) – Service Provider Landscape with PEAK Matrix™ Assessment 2019 | January 2019 |
| Multi-Country Payroll Platform- Provider Landscape with PEAK Matrix™ Assessment 2019 | January 2019 |
| Multi-Process Human Resources Outsourcing (MPHRO) – Annual Report 2019 | January 2019 |
| Multi-Process Human Resources Outsourcing (MPHRO) – Service Provider Profile Compendium 2019 | January 2019 |
| Workday-based Human Resource Business Process Services (HR BPS) – Service Provider Landscape with PEAK Matrix™ Assessment 2019 | June 2019 |
| Workday-based Human Resource Business Process Services (HR BPS) – Market Report 2019 | July 2019 |
| Workday-based Human Resource Business Process Services (HR BPS) – Service Provider Compendium 2019 | July 2019 |
| Multi-Country Payroll Outsourcing (MCPO)– Service Provider Landscape with PEAK Matrix™ Assessment 2019 | Q3 2019 |
| Multi-Country Payroll Outsourcing (MCPO) – Annual Report 2019 | Q3 2019 |

| Thematic HRO reports | |
|---|--------------|
| Key Ingredients for a Successful Digital-First HR Transformation | October 2018 |
| The Mid-Market HCM Landscape in Asia Pacific | April 2019 |
| Achieving Employee Experience – a “How-to Guide” for Enterprises (part 1 of 3) | March 2019 |
| Employee Experience Suites – The Catalysts Driving Superior Employee Experience (part 2 of 3) | June 2019 |
| Learning Function of the Future | Q3 2019 |
| Startups Redefining Employee Experience (part 3 of 3) | Q3 2019 |

Note: For a list of all of our published HRO reports, please refer to our [website page](#)

Additional HRO research references

The following documents are recommended for additional insight into the topic covered in this report. The recommended documents either provide additional details on the topic or complementary content that may be of interest

1. **Key Ingredients for a Digital-First HR Transformation** ([EGR-2018-24-R-2830](#)); 2018. The HR function is facing a wave of transformation. There is a need to move away from the traditional ways of managing workforce to a flexible, fluid, and integrated HR operating model. This report provides a comprehensive analysis of the key transformation levers for a successful digital-first HR transformation. It also highlights the advantages of the levers and their current adoption in HRO deals. The report mentions some HR specific use-cases for which the transformation levers can be effectively leveraged
2. **SuccessFactors-based Human Resources Business Process Services (HR BPS) – Service Provider Landscape with Services PEAK Matrix™ Assessment 2018** ([EGR-2018-24-R-2675](#)); 2018. This research provides comprehensive coverage of the 2017 SuccessFactors-based HR BPS market and analyzes it across various dimensions such as market overview, buyer adoption trends, solution trends, and service provider landscape. Based on the comprehensive Everest Group PEAK Matrix, each of the 11 service providers are segmented into Leaders, Major Contenders, and Aspirants. This report also contains Everest Group’s remarks on each of the 11 service providers’ strengths and areas of improvement
3. **Achieving Employee Experience – a “How-to Guide” for Enterprises (part 1 of 3)** ([EGR-2019-24-R-3120](#)); 2019. Using a five-step approach to adopt, expand, and scale employee experience projects, this guidebook taps various frameworks, such as Employee Experience Model (EEM), to empower enterprises to conceptualize where they want to go with enterprise employee experience, what capabilities they need to develop to get there, and the ideal path for their journey. It also evaluates winning strategies for building employee experience capabilities and generating greater impact.

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About Everest Group

Everest Group is a consulting and research firm focused on strategic IT, business services, and sourcing. We are trusted advisors to senior executives of leading enterprises, providers, and investors. Our firm helps clients improve operational and financial performance through a hands-on process that supports them in making well-informed decisions that deliver high-impact results and achieve sustained value. Our insight and guidance empower clients to improve organizational efficiency, effectiveness, agility, and responsiveness. What sets Everest Group apart is the integration of deep sourcing knowledge, problem-solving skills and original research. Details and in-depth content are available at www.everestgrp.com.

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