



Affinity Workforce

Next Generation MSP

**Vendor Assessment
Report Abstract**

January 2019

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11 pages

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Who Is This Vendor Assessment For?

NelsonHall's Next Generation managed service program (MSP) vendor assessment for Affinity Workforce is a comprehensive assessment of Affinity Workforce's MSPs offering and capabilities, designed for:

- Sourcing managers investigating sourcing developments within MSP
- HR decision makers exploring the benefits and inhibitors of MSP as evidenced by the clients and vendor capability
- Vendor marketing, sales and business managers developing strategies to identify developments and target opportunities within MSPs
- Financial analysts and investors specializing in or covering the HR outsourcing industry and suppliers.

Key Findings & Highlights

Affinity Workforce (launched in 2017) offers outsourced recruitment services for U.K. based public- and private-sector organizations and their employees in the education sector (via CER and Monarch Education brands), healthcare sector (via team24), and social care sector (via Medicare First brand). Affinity Workforce was acquired in October 2018 by CRG, a U.K. specialist recruitment company in the healthcare and social care staffing market. Capita previously owned the brands.

Affinity Workforce serves one client with a fully managed MSP contract in healthcare. Affinity Workforce offers MSP, supplier management, SOW, recruitment (temp and perm), and RPO programs.

NelsonHall estimates that Affinity Workforce's 2017 total revenues were ~£110m. Affinity Workforce's 2018 revenues are estimated to be £125.0m.

Affinity Workforce will focus on standardizing its service delivery approach under the Affinity Workforce brand, growing its MSP footprint in education (especially following its CCS framework win for the provision of managed services), expanding MSP provision in healthcare, and evolving its proprietary and third-party tech ecosystem.



Scope of the Report

The report provides a comprehensive and objective analysis of Affinity Workforce's MSP 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/SUM
- 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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