



Vendor Profile

Payroll Services

CloudPay

Report Abstract

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11 pages

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Who is this Vendor Assessment for?

NelsonHall's Payroll Services profile on CloudPay is a comprehensive assessment of CloudPay offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of Payroll Services and identifying vendor suitability for security services RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the Payroll Services sector.

Key Findings & Highlights

This NelsonHall vendor assessment analyzes CloudPay, Inc., is a U.K.-headquartered vendor that provides global payroll services. Its proprietary platform offers managed payroll and treasury services across ~130 countries.

CloudPay aims to offer strategic value from global payroll management. The company is focused on providing global payroll, payments, and on-demand pay through a unified platform. It has ~265 payroll clients and delivers services to ~220k client employees supported by ~450 payroll delivery employees.

The company was initially formed in 1996 as Patersons Payroll Solutions Limited, a global payroll aggregator. It shifted its focus toward its current unified global payroll model. It re-branded to CloudPay in October 2012, aligning its brand with the naming for its multi-country payroll technology offering.

Between 2013 and 2018, CloudPay operated in 14 core countries and relied on in-country partners for another ~120 countries. Recently, the company has been focused on growing its local country payroll capability adding new countries to its core country capability. CloudPay has also been advancing its platform through investment in automation, real-time analytics, and validation features.

More recently, it has invested heavily in its treasury and payments services. In July 2021, CloudPay launched its first earned wage access offering, CloudPay NOW, following the acquisition of Wezaam. A multinational lifestyle brand client realized early adoption across 12 countries. As a result of Wezaam, CloudPay acquired a number of "pay on-demand" standalone clients (i.e. where no payroll services are in scope).

Earlier in March 2020, CloudPay partnered with Visa to enable payments through a pay card. CloudPay is also increasing partnerships with payment providers to enable payrolls to bring faster payments for employees and third parties.

Scope of the Report

The report provides a comprehensive and objective analysis of CloudPay's Payroll Services offerings and capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- 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 offerings and key service components
- Analysis of the company's delivery organization including the location of delivery centers.

Payroll Services Assessments also available for:

Alight Solutions

Infosys

isolved

Neeeyamo

OSV

Paychex

PayBix

Popay

Ramco

Safeguard Global

SD Worx

TMF Group

UKG / Immedis.

About The Author

Liz Rennie is the HR Technology and Services Research Director with global responsibility for key HR research projects, including Payroll Services and Cloud HR Transformation, as part of NelsonHall’s wider HR Technology & Services practice.

In this key role, Liz assists both buy-side and vendor organizations in evaluating opportunities and capability to support HR and benefits transformation through deploying cloud-based services and redesigning HR service delivery to leverage the latest technologies offered by mobile, AI, blockchain, and robotics.

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We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at guy.saunders@nelson-hall.com

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