



Global Employer of Record Services

Globalization Partners

Report Abstract

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3-pages

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Who Is This Vendor Assessment For?

NelsonHall's Global Employer of Record Services profile on Globalization Partners is a comprehensive assessment of the company's offerings and capabilities, designed for:

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

Key Findings & Highlights

This NelsonHall vendor assessment analyzes Globalization Partners' offerings and capabilities as a provider of global employer of record services.

Globalization Partners is a global employer of record service provider headquartered in Boston, Massachusetts. The company offers complete HR and HR technology services, including onboarding, tax, compliance, payroll, and legal services. They provide a full-stack global employment platform for customers and workers that supports ~187 countries and ~180 currencies.

The company was founded in 2012 by current Executive Chair Nicole Sahin after identifying opportunities to support organizations seeking support in navigating the complexities of global expansion and staffing activities. Globalization Partners established its initial global legal infrastructure and engaged its first client in 2013. By 2015, the company had established legal entities on three continents and secured over 100 customers.

In 2016, to support its global employer of record offering and continued growth, it launched its proprietary technology solution, Global Employment Platform™, which it continues to leverage and develop through ongoing annual investment and roadmap initiatives. The company was also ranked #6 in the 2016 Inc. Magazine, *Fastest Growing Companies in America*.

Since its inception, Globalization Partners has raised total equity funding of ~\$350m over two rounds. In February 2020, the company announced it had closed on a \$150m minority equity investment managed by Wincove Private Holdings and TDR Capital to support continued global expansion, Global Employment Platform™ enhancements, sales, and client services. Following this round of funding, the company valuation was ~\$600m. In January 2022, the company received a \$200m minority equity investment from Vista Credit Partners (VCP) for further global expansion. Following its most recent funding round in January 2022, the company valuation was \$4.2b.

Globalization Partners provides EOR services for ~1,330 clients and ~5,830 active workers across ~187 countries through its ~100 legal entities and ~400 in-country partners.

Scope of the Report

The report provides a comprehensive and objective analysis of Globalization Partners' global employer of record service 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 delivery locations.

Global Employer of Record Services Vendor Assessments are also available for:

Acumen International

Atlas, formerly Elements Global Services

CXC Global

Mauve Group

Mercans

Neeiamo

Omnipresent

Papaya Global

Remote

Safeguard Global

Velocity Global

About The Author

Jeanine is a Principal Research Analyst at NelsonHall and a member of the HR Technology & Services practice. She has global responsibility for crucial HR areas, including employer of record (EOR) and learning platforms.

Jeanine is a highly experienced HR practitioner with 28 years of experience in HR across industry sectors, including aerospace, automotive, energy, government, pharmaceuticals, telecommunications, learning, and business consultancy.

Jeanine has significant experience leading and managing business transformation/integration, competitive and industry benchmarking, HR and learning technology, strategic change leadership, managed service provider engagements, organizational and process redesign, and M&A initiatives.

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About NelsonHall

NelsonHall is the leading global analyst firm dedicated to helping organizations understand the 'art of the possible' in digital operations transformation. With analysts in the U.S., U.K., and Continental Europe, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. And for vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall's research is based on rigorous, primary research, and is widely respected for the quality, depth and insight of its analysis.

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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