



Procurement Transformation

WNS Denali

Report Abstract

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Who is This Vendor Assessment For?

NelsonHall's procurement transformation profile on WNS Denali is a comprehensive assessment of WNS Denali's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of procurement transformation services and identifying vendor suitability for procurement services RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the F&A and Supply Chain services sector.

Key Findings & Highlights

WNS initially offered downstream procurement services as an adjacency to its F&A BPS offerings. Its offerings to the procurement function were expanded upstream in January 2017 by acquiring Denali Sourcing Services. WNS Denali's offerings include advisory, BPS, and digital services.

Since the acquisition, WNS Denali has scaled globally. Currently WNS Denali:

- Has ~3,800+ employees, delivering S2P and AP processing services to more than 90 clients
- Supports ~27,000+ projects across 150 indirect categories
- Touches \$95+bn of spend
- On average brings in about 12% in savings.

WNS Denali looks at procurement as an end-to-end ecosystem and relies on a five-level maturity model to co-create fit-for-purpose solutions for its clients.

Scope of the Report

The report provides a comprehensive and objective analysis of WNS Denali's procurement 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 locations.

Procurement Transformation Vendor Assessments also Available for:

4C Associates

Capgemini

Cognizant

Corbus LLC

Dragon Sourcing

Efficio

Genpact

GEP

Globality

Infosys BPM

TCS

Tech Mahindra

About The Author

Alisa is a market analyst with global responsibility for NelsonHall's Procurement BPS and Healthcare BPS research programs.

Alisa supports both buyers and sellers of procurement and healthcare BPS services as they develop and execute their business strategies, operations, and go-to-market approaches.

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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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