

Ones To Watch

Identifying upcoming players in outsourcing is a must in this rapidly evolving industry. Looking back at 2010, we highlight the key companies to watch for in 2011.

These companies prove how to make outsourcing work and have all demonstrated great potential and excellence in the industry.



buyingTeam

Procurement. Redefined.

buyingTeam

When Capgemini acquired procurement technology company IBX last year, it aimed to deliver the industry's first end-to-end solution for managing global sourcing strategies.

There should be no reason buyingTeam's delivery of procurement should not attract the same amount of interest. With recent additions to its leadership team, such as Vinny Patel as Commercial Director, they should go from strength to strength in 2011.

"buyingTeam brought a discipline, a sense of rigour and thoroughness of approach to Universal, without which we would not have been able to deliver such significant cost savings, and more importantly, we would not have been able to improve the underlying business process as effectively as we have."

Boyd Muir, Executive Vice President and CFO, Universal Music Group International

buyingTeam is one to watch because:

- buyingTeam has a 30% year-on-year growth rate and highlights the enduring importance of procurement which, across the entire corporate spectrum, has yet to be fully explored.
- Through a shared services and outsourcing model, buyingTeam addresses the cost-management needs of large organisations and in doing so brings benefits to their clients across Europe and North America.
- With offices in the UK, Switzerland, Germany and Spain, buyingTeam is a pure-play procurement provider, which over the past 10 years has become Europe's largest procurement shared services function.

www.buyingteam.com ■