



RESEARCH INSTITUTE

Global FAO Supplier Landscape

Competitive FAO Market Forces Suppliers to Create Distinctive Market Positioning

Press release

DALLAS, May 6, 2009 – The multi-process FAO market has grown at nearly 25% CAGR over the last few years and 2008 witnessed new contract signings in excess of US\$3 billion.

The supplier landscape is also maturing with 20+ established FAO suppliers capable of providing multi-process FAO services to their clients, according to a new study by [Everest Research Institute](#).

While the leading FAO suppliers continue to hold their position, the major contenders are closing the gap. The FAO market is intensely competitive with intra-group differentiation becoming increasingly difficult on the basis of scale, scope, and delivery footprint. FAO suppliers will need to create distinctive market positioning. Everest sees three areas for creating differentiated offerings – industry-specific FAO, process-specific FAO, and technology-focused FAO, as detailed in the report, [Global FAO Supplier Landscape – Differentiate to Get Noticed](#).

The [Global FAO Supplier Landscape research report](#) provides actionable insights through in-depth analyses of shifts in the global FAO supplier landscape. It provides an overview of the FAO market in 2008, examines the supplier positions and market shares, and assesses supplier delivery capability across scale, scope, technology, and delivery footprint. The report also discusses the emerging modes of differentiation in the FAO market.

To read an extract of the FAO Market Update, purchase the report, or inquire about other research services, please visit www.everestresearchinstitute.com, email info@everestresearchinstitute.com or call +1-214-451-3110.

Other recent FAO studies by the Institute include:

- [Industry-Specific FAO – Opportunity to Optimize Revenue Cycle for Healthcare Providers](#)
- [FAO Annual Report – Strategically Tackling the FAO Market in 2009: Maximizing Opportunities](#)
- [Talent Management for Finance Organizations](#)
- [Moving Beyond the Bottom-Line: Industry-Specific FAO Solutions](#)

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About Everest Research Institute

[Everest Research Institute](#) serves as a central source of independent and objective strategic intelligence, analysis, and actionable insight for leading corporations, suppliers, technology providers, and investors in the global outsourcing and offshoring marketplace.

The Institute addresses both business process and information technology sourcing topics, providing the global outsourcing and offshoring community with information that empowers highly productive, sustainable sourcing strategies and relationships. The Institute's wealth of knowledge and experience provides unique perspectives into today's marketplace and the competitive edge required to take advantage of emerging opportunities.

Everest Research Institute is the research arm of the [Everest Group](#), a global consulting firm with offices in such leading business centers as Dallas, New York, Toronto, London, Amsterdam, New Delhi, Melbourne, and Sydney. Everest Group has earned a worldwide reputation for ongoing innovation as it helps clients achieve maximum value from their operations including sourcing strategy and implementation.

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