



## Boilerplate

SAP Fieldglass, a longstanding leader in external talent management and services procurement, is used by organizations around the world to find, engage and manage all types of flexible resources. Our cloud-based, open platform has been deployed in more than 180 countries and helps companies transform how work gets done, increase operational agility and accelerate business outcomes in the digital economy. Backed by the resources of SAP, our customers benefit from a roadmap driven by a continuous investment in innovation.

## About SAP Fieldglass

- Founded in November 1999
- Acquired by SAP in 2014
- Headquartered in Chicago, Illinois
- Employs over 1,000 people worldwide

## Key Executives

- Vish Baliga, CTO
- Arun Srinivasan, SVP, Strategy/ Customer Operations
- Mikael Lindmark, SVP, EMEA
- Brian Boyd, VP Sales, Americas
- Sean Garbett, VP Sales, APJ

## Recognition

- A leader among services procurement providers, The Forrester Wave™: Services Procurement, Q1 2017
- Human Resources Director HR Service Provider Awards 2017
- #13 on Crain's Chicago Business annual list of Best Places to Work
- SIA's Staffing 100 North America List

## Customers

- SAP Fieldglass maintains a 99% customer retention rate
- Customers use SAP Fieldglass to manage all types of external talent across a variety of industries including:
  - Pharma: clinical development specialist, laboratory analyst, healthcare intake specialist
  - Technology: security analyst, data engineer, risk architect, UX designer
  - Manufacturing: mechanical engineer, maintenance mechanic, production assembler
  - Finance: financial analyst, accountant, internal auditor
  - Other: taste tester at a packaged foods company, music producer, grape crusher at a wine company

## SAP Fieldglass Platform

- More than 5.7 M active flexible users
- Deployed in more than 180 countries
- Translated into 21 languages, in both right-to-left and left-to-right reading languages
- 131,000+ connected suppliers
- We have data centers in Illinois, California, Netherlands, and Germany

## Did You Know...

- At the time of acquisition close in November 2015, we joined SAP with 366 employees across four countries. Now, we have grown to over 1,000 employees across 22 countries!
- We process 59,000 timesheets every 24 hours.
- More than 168,000 statements of work are created every year.
- The first non-English language translation for SAP Fieldglass' solution was to Dutch in 2006.
- Our first three customers are still our customers today.

## Top Industries

- Healthcare/Pharma/Med (23%)
- Technology/Telecom (14%)
- Finance/Insurance (14%)
- Manufacturing/Chemicals (14%)
- Retail/Packaging (10%)

## Industry Trends

- In research done in collaboration with Oxford Economics, SAP Fieldglass found that 44% of workforce spend is on the external workforce. In addition, about two (65%) of survey respondents say the external workforce is important or very important to operating at full capacity and meeting market demands. ([External Workforce Insights 2018](#)).
- According to the latest research, services spend represents more than 50% of an organizations' non-staff spend—more than any other category. ([The Forrester Wave™ Services Procurement, Q1 2017](#))
- In a global survey, 66% of companies expect their use of the external workforce will grow significantly in the next 3-5 years. ([Deloitte Global Human Capital Trends](#))
- 6% of the total U.S. GDP was earned by independent workers in 2017. ([MBO Partners State of Independence](#))
- Digital talent platforms have the potential to increase the global GDP by 2% by 2025. ([The Adecco Group/ LinkedIn](#))

## Helpful Links

- [SAP Fieldglass website](#)
- [SAP Fieldglass leadership](#)
- [SAP Fieldglass solutions](#)
- [PR Contact: Barb Lyon](#)

[www.fieldglass.com/contact](http://www.fieldglass.com/contact)

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