



Contact:

Sara Bosco
PAN Communications
(201) 294-8611
sbosco@pancomm.com

FOR IMMEDIATE RELEASE

FIELDGLASS ACHIEVES SIGNIFICANT GROWTH IN 2014, ACCELERATES STRATEGIC INITIATIVES

The Company Shares 2014 Market Leadership Highlights, Customer Trends and Technology Innovations

CHICAGO—February 11, 2015—[Fieldglass, Inc.](#), an SAP company and the global cloud technology leader in services procurement and external workforce management, experienced strong growth in 2014 fueled by continued commitments to global growth and innovation.

Intensified market leadership

Strategic initiatives focused on the needs of the global enterprise helped Fieldglass expand its market presence in 2014.

“2014 marked a tipping point for our business. We joined forces with SAP, and are now uniquely poised to accelerate our investments on behalf of our customers in ways that would have been difficult to imagine as a standalone firm,” said Jai Shekhawat, CEO, Fieldglass.

In 2014, workers across the globe logged more than 400 million hours using Fieldglass. The company added 2.7 million new users and expanded its global footprint to more than 100 countries.

Fieldglass was [acquired](#) by SAP in May, accelerating growth plans. The company grew its global employee base by just over 30 percent in 2014, doubling its workforce in the London office in particular. The company relocated its longtime headquarters to 111 N. Canal in Chicago to help expedite its pace of innovation. Fieldglass also launched an initiative to drive new business in Latin America. The application is being utilized across the region, localized to fully support currency requirements and available in Spanish and Brazilian Portuguese.

Fieldglass earned accolades from the analyst community in 2014, recognized by Forrester Research, Inc. in [The Forrester Wave™: VMS, Q1 2014](#) as the highest-scoring VMS provider in Contingent Workforce Management/Vendor Management System (CWM/VMS) functionality across both contingent and SOW/project capabilities. The report also ranked Fieldglass highest in market presence. Staffing Industry Analysts positioned Fieldglass as the global VMS spend leader in its 2014 VMS/MSP Landscape Report.

Customer trends

A variety of VMS usage trends emerged in 2014, including:

- Increased customer adoption of the services procurement module for managing Statements of Work (SOWs). The number of SOWs created in Fieldglass more than doubled in 2014.
- Sustained market maturation outside of the US. Of all 2014 customer implementations, 30 percent occurred outside North America. Additionally, the number of job postings created increased across all major currencies, with the most impressive increases in China, India, Canada and the United Kingdom.

- A focus on continuous improvement. Fieldglass' Program Maturity Model (PMM) galvanized many customer and partner program optimization plans, incorporating current best practices and expanding into new categories and regions.

Technology innovation

This past year the team further enhanced the application across a variety of areas.

- Fieldglass now provides an easier way for buyers and suppliers to communicate, access and collaborate. For example, suppliers can now create "storefronts," which are searchable for buyers, to promote themselves to Fieldglass' 300+ customers.
- Fieldglass' open integration platform was further enhanced to simplify integrations with other cloud and on-premise systems.
- Fieldglass released the first end-to-end solution to support the highly complex staffing needs of the healthcare market.
- Simplifying and improving the user experience continued to be a strong focus throughout the year.

Fieldglass named longtime company executive [Vish Baliga](#) to the role of Chief Technology Officer in 2014. Baliga oversaw Fieldglass' product development and management since its founding.

"With a constant focus on the needs of our customers, Fieldglass is dedicated to introducing innovative and easy-to-use functionality driven by the requirements of the global enterprise," said Vish Baliga, CTO, Fieldglass. "We are tapping into SAP's global reach and accelerating our R&D investments in 2015 to help customers better manage all categories of external services."

ABOUT FIELDGLASS, INC.

Fieldglass, an SAP company, provides an intuitive, cloud-based Vendor Management System (VMS) to optimize contingent workforce and services procurement programs. More than 300 customers leverage Fieldglass to gain visibility into their external workforces, including contingent labor, services managed through Statements of Work (SOW) and independent contractors.

The Forrester Wave™: VMS, Q1 2014 report named Fieldglass the highest-scoring VMS provider in Contingent Workforce Management/Vendor Management System (CWM/VMS) functionality and market presence. GlaxoSmithKline, Johnson & Johnson, Monsanto and Rio Tinto are among the 300+ companies that leverage Fieldglass to achieve total workforce visibility and ultimately optimize complex spend, worker quality, corporate and external compliance and program efficiencies. For more information, visit www.fieldglass.com.