



## Company profile

**Xchanging plc is a fast growing, pure play global business processor with blue chip customers. Xchanging provides complex industry specific processing services to the banking and insurance industries as well as procurement, finance and accounting, and human resources services across industries.**

Xchanging has a short history of rapid growth. Established in 1999, Xchanging listed on the London Stock Exchange in 2007 and is today a FTSE 250 company. It has over 4,400 employees servicing customers in 47 countries.

Xchanging's go-to-market strategy is to provide a range of offerings to meet the varying needs of customers for outsourced services. Xchanging's unique offering for dealing with complexity and scale is Partnering. On top of this, Xchanging provides four offerings – Outsourcing, Products, Straight Through Processing and Business Support, for customer flexibility and repeatability.

Xchanging has established a strong reputation in the fast growing global business processing market. With a strong position in Europe, Xchanging is now on its journey to establish a firm base in the US and Asia Pacific. With global presence and local expertise, the Company aims to drive forward its ambition to be the global business processor.

*Xchanging Cost for Profit*

Our aim is the radical improvement of business processing. We are a powerful force for change, bringing better service, cost savings and an entrepreneurial culture to everything we do. Hence our motto 'Xchanging cost for profit'.

**David Andrews**  
Founder and CEO, Xchanging

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### *Partnering*

Xchanging addresses complex industry-specific business processing and cross-industry processing in human resources, finance and accounting, technology infrastructure and large-scale procurement. Our Partnering offering is open book with profit sharing so that our interests are aligned with our partners.



### *Outsourcing*

Xchanging takes on business processes or categories of spend where we already have platforms proving our capability and credibility. Through Outsourcing we scale up our platforms and deliver services to an agreed specification and usage charge or cost baseline.



### *Products*

Xchanging supports essential parts of the business processing value chain with application software, such as Genius for international insurance carriers. Our Products are long-term strategic assets that can be tailored for customers' specific needs. Products enable us to extend our reach both geographically and across the value chain.



### *Straight Through Processing*

Xchanging extends the scope of the services delivered to customers, reducing the number of interfaces and where possible automating them. These additional services extend the process flow that Xchanging is already operating and enable us to maximise the efficiency of the whole process as a result.



### *Business Support*

Xchanging offers experts to support specific business activities and customer improvement projects. Through Business Support, customers have access to Xchanging's expertise and re-usable assets. Business Support includes services such as corporate immigration support, resourcing, programme management and process improvement and Six Sigma training and support.

# Xchanging

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