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Moore Romania & Moldova and XFactor Solutions Announce Strategic Partnership to Expand Outsourcing, Managed Services and Business Transformation Capabilities

The partnership marks a strategic step in Moore's development of an integrated outsourcing and managed services offering, combining senior advisory expertise with technology-enabled operational delivery across Romania, India and international markets.

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Moore Assurance & Advisory in Romania and the Republic of Moldova, part of the Moore Global network, has announced a strategic partnership with XFactor Solutions to expand its capabilities in outsourcing, managed services, finance function transformation and technology-enabled business operations.

The collaboration represents an important step in Moore's strategy to develop a comprehensive outsourcing and business transformation offering, enabling clients to access both strategic advisory expertise and practical operational delivery through a coordinated service model.

By combining Moore's expertise in accounting and tax compliance, financial advisory, tax advisory, transaction advisory and strategic transformation with XFactor's capabilities in technology, business operations, data analytics and talent solutions, the partnership aims to help businesses optimise their operations, improve efficiency and build scalable business functions.

A central focus of the collaboration will be the development of flexible outsourcing and managed services solutions, supported by delivery capabilities in Romania and India. These solutions will allow businesses to access specialised expertise, scalable operational capacity, optimised operations and technology-enabled support without necessarily establishing their own shared-service centres.

Building Moore’s Outsourcing and Managed Services Capabilities

The partnership supports Moore's ambition to expand beyond traditional professional advisory services by developing an integrated model that combines advisory, transformation, outsourcing and ongoing operational support.

Through this collaboration, Moore and XFactor Solutions intend to help organisations redesign, establish and manage finance and business-support functions, with flexible delivery models tailored to their operational requirements.

The offering will encompass finance and accounting operations, management reporting, financial planning and analysis (FP&A), accounts payable and receivable, process automation, data analytics, business intelligence and selected administrative and business-support activities.

Clients will have access to several delivery options, including:

- **Managed services and virtual shared services:** Outsourcing selected finance and business-support processes under an agreed operating model, governance framework and service levels.
- **Dedicated delivery teams:** Establishing dedicated operational capacity, aligned with clients’ systems, processes and requirements.
- **Build–Operate–Transfer (BOT):** Supporting organisations in establishing and operating dedicated capabilities, with the option to transfer ownership once agreed operational and readiness conditions have been achieved.
- **Finance function transformation:** Redesigning existing finance operations through process improvement, digitalisation, automation, stronger controls and improved management reporting.

The model is designed to give organisations flexibility in deciding which functions to retain internally, which to transform and which to outsource, while maintaining clear governance and accountability.

A Shared Vision for the Future of Business Services

The partnership reflects the growing demand for integrated professional services that combine strategic expertise with flexible execution capabilities.

For businesses operating across multiple jurisdictions, the ability to access coordinated advisory and operational support can provide greater consistency, improved financial visibility and more scalable operating structures.

The collaboration will also support Moore's broader ambition to strengthen its regional service offering and develop new capabilities that can serve both existing clients and international businesses seeking reliable outsourcing and business transformation partners.

Mamas Koutsoyiannis, CEO of Moore Romania & Moldova, commented:

"The future of professional services is increasingly about combining trusted advice with the ability to deliver practical, measurable results. Our partnership with XFactor Solutions is an important step in expanding Moore's capabilities into outsourcing and managed services, alongside our established audit, accounting, tax and advisory practices. We are developing a flexible delivery platform that brings together local senior expertise, operational capabilities and technology, enabling our clients to improve efficiency, access specialised talent and scale their businesses."

Kinjal Pandya, Managing Partner of XFactor Solutions, commented:

"This partnership brings together complementary strengths and a shared commitment to helping organisations transform their business operations. By combining Moore's advisory expertise and established client relationships with XFactor's capabilities in finance operations, technology, analytics and talent solutions, we see significant opportunities to create scalable and effective business-support models. Our ambition is to support clients not only in identifying opportunities for improvement, but also in implementing and managing the operational capabilities needed to achieve sustainable results."

About Moore Romania & Moldova

Moore Assurance & Advisory in Romania and the Republic of Moldova provides audit and assurance, accounting and tax compliance, financial and tax advisory, transaction advisory, valuation, strategic transformation and business consulting services to local and international clients.

Moore Romania & Moldova comprises independent member firms of Moore Global, one of the world's leading international accounting, audit and advisory networks, with a presence in 119 countries, 568 offices and more than 37,000 professionals worldwide.

Through the Moore Global network, clients benefit from local market knowledge, international expertise and access to multidisciplinary professional services across global markets.

About XFactor Solutions

XFactor Solutions is a business services and technology-focused organisation providing expertise across finance and accounting operations, information technology, data analytics, talent solutions and business process optimisation.

The company supports organisations seeking to improve operational performance, modernise business functions, access specialised expertise and develop scalable operating models.

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