



# CGI

## Key Vendor Assessment Report Abstract

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72 pages





## Who Is This Key Vendor Assessment For?

NelsonHall's Key Vendor Assessment for CGI is a comprehensive assessment of CGI's offerings and capabilities, designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT services markets
- Sourcing managers monitoring the capabilities of existing suppliers of IT outsourcing services and identifying vendor suitability for IT services
- Consultants advising clients on vendor selection
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the BPO/IT services sector.



## Key Findings & Highlights

### “Our Build and Buy profitable growth strategy”

- CGI has considerable experience as a consolidator, and is now looking to combine this with platform-based growth
- CGI's inorganic growth ambitions remain, though now focused on smaller transactions
- The importance of the Management Foundation should not be underestimated
- The IP30 ambition is key to future organic growth
- The client proximity model is currently advantageous to CGI in the US
- There is increasing use of India/offshore by some other regions
- CGI is increasingly emphasizing its capabilities in supporting clients in their digital transformation, also in cybersecurity

### Contents

1. Strategy
2. Background
3. Financial Analysis
4. Organization Structure
5. Target Markets
6. Key Offerings
7. Strengths & Challenges
8. Emphases and Recent Developments

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## 9. Outlook

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### Scope of the Report

The report provides a comprehensive and objective analysis of CGI's IT services and BPO offerings, capabilities, and market and financial strength, including:

- Analysis of the company's offerings and key service components
- Revenue estimates
- Identification of the company's strategy, emphasis and new developments
- Analysis of the profile of the company's client base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, challenges and outlook.

### Report Length

72 pages

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