



## Digital Manufacturing Services

# DXC Technology

### Report Abstract

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14 pages

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## Who is This Vendor Assessment For?

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NelsonHall's digital manufacturing services profile on DXC Technology is a comprehensive assessment of DXC's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of digital, industrial IoT, and industrial IT services
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IT services sector and examining growth areas within IT services.

## Key Findings & Highlights

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This NelsonHall vendor assessment analyzes DXC Technology' offerings and capabilities in digital manufacturing services.

NelsonHall estimates that manufacturing represents approximately 20% of the revenues of DXC and is DXC's second-largest vertical after financial services (~26% of revenues).

In manufacturing, DXC has a background in large-scale and IT infrastructure and application outsourcing mega-deals. These mega-relationships include in the U.K., BAE Systems and Lockheed Martin in the U.S. (aerospace and defense and discrete manufacturing

These mega-relationships are the cornerstone of DXC's digital manufacturing service capabilities and offerings.

DXC primarily takes a consulting-led approach to its digital manufacturing projects relying on its industry 4.0 strategic framework, digital transformation centers, combining design thinking workshops and associated MVPs, and where possible, an agile development approach. Also, the company has defined a "business architecture" to help clients define their objectives, requirements, and use cases as part of their top-down digital manufacturing projects.

Finally, DXC has developed infrastructure services relevant to digital manufacturing projects with its strengths in IT infrastructure services. Infrastructure services are an essential element of the value proposition of DXC in digital manufacturing. DXC's manufacturing experts work with their Modern Workplace colleagues to develop solutions and repeatable services.

An example is a connected worker packaged offering, which includes a rugged tablet for shop-floor operators, access to dashboards, and support. Another example is connectivity services, where DXC is working with a marquee client on a connectivity project. The company then plans to make the services repeatable and defined into its service catalog.

## Scope of the Report

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The report provides a comprehensive and objective analysis of DXC Technology's digital manufacturing service offerings and capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.

## Digital Manufacturing Services Vendor Assessments also Available for:

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- Accenture
- Atos
- Capgemini
- Cyient
- DXC
- IBM
- Infosys
- Samsung SDS
- Sopra Steria
- Tata Elxsi
- Tech Mahindra
- T-Systems
- Wipro.

## About The Author

Dominique Raviart is the IT Services Practice Director at NelsonHall, with global responsibility for IT Services research programs.

Dominique covers IT Services research in the areas of Software Testing/QA, Big Data and Analytics Services, Salesforce services, and IoT Services. Dominique has been part of NelsonHall's IT Services analyst team since 2007, providing comprehensive and insightful coverage of IT services markets in the world. In particular, he is widely known for his extensive knowledge and coverage of software testing, having examined recently digital testing and DevOps/continuous testing. Dominique assists both buy-side and vendor organizations in assessing opportunities and supplier capability across IT service lines.

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## About NelsonHall

NelsonHall is the leading global analyst firm dedicated to helping organizations understand the 'art of the possible' in digital operations transformation. With analysts in the U.S., U.K., and Continental Europe, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. And for vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall's research is based on rigorous, primary research, and is widely respected for the quality, depth and insight of its analysis.

We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at [guy.saunders@nelson-hall.com](mailto:guy.saunders@nelson-hall.com)

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