



# Atos

**IoT in Digital Transformation**

**Vendor Assessment  
Report Abstract**

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## Who Is This Vendor Assessment For?

NelsonHall's transformational IoT services vendor assessment for Atos is a comprehensive assessment of Atos' offerings and capabilities in the area of digital transformation, designed for:

- Sourcing managers investigating sourcing developments within transformational IoT
- IT and process decision makers exploring the benefits and inhibitors of transformational IoT as evidenced from the clients and vendor capability
- Vendor marketing, sales and business managers developing strategies to identify developments and target opportunities within managed service programs
- Financial analysts and investors specializing in, or covering the IoT industry and suppliers.

## Key Findings & Highlights

Atos began working in IoT in the early 2000s, but the company's efforts in IoT-centric digital transformation began with the acquisition of Siemens IT in 2011. The move provided Atos with both necessary industrial technology and domain knowledge in connected manufacturing and energy settings.

The company acquired Syntel in July of 2018 with the intention of both expanding its vertical reach in North America and extending its end-to-end service capabilities.

Atos Digital Transformation Factory revenues currently comprise ~23% of overall Atos revenues, or ~\$3.34bn; within this figure, IoT work makes up \$370mn. Of that figure, Codex revenues specifically attributable to IoT-centric digital transformation are ~\$123mn.

Atos expects the Digital Transformation Factory to become 40% of total organizational revenues by the end of the company's 2019 fiscal year.



## Scope of the Report

The report provides a comprehensive and objective analysis of Atos' transformational IoT offering, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphasis, and new developments in both its service and technology
- Analysis of the company's strengths, challenges, and outlook
- Revenue
- 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 key offerings (service model and service components)
- Analysis of the company's delivery capability (including the location, size and scale of delivery operations; and delivery via technology).

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## Report Length

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