



# Atos

## Key Vendor Assessment Report Abstract

July 2019

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80 pages





## Who Is This Key Vendor Assessment For?

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

- Marketing, sales and business managers developing strategies to target service opportunities within the IT Services/BPO markets
- Sourcing managers monitoring the capabilities of existing suppliers of business process and IT outsourcing and identifying vendor suitability for BPO and 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 IT Services/BPO sectors.



## Key Findings & Highlights

### **Atos, Worldline now two standalone companies**

#### **Advance 2021: The Road Ahead for Atos**

In its new 3-year plan, Atos is targeting organic CAGR of 2-3% between 2019 and 2021 and further operating margin expansion.

Key pillars of the plan include:

- RACE: (Road to Agile Competitiveness & Excellence), essentially the successor to various TOP plans, with a greater focus on direct costs rather than optimizing G&A
- Strengthening the vertical GTM. Atos currently has four vertical market units: the emphasis is on seven industries within these
- Where IDM has been the growth engine in recent years, the growth engine over the next three years will be B&PS, which should benefit, from capabilities acquired with Syntel and the stronger GTM approach.

### **Turnarounds in progress in North America and Germany**

## Scope of the Report

The report provides a comprehensive and objective analysis of Atos' IT and business process services 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 customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.

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80 pages

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